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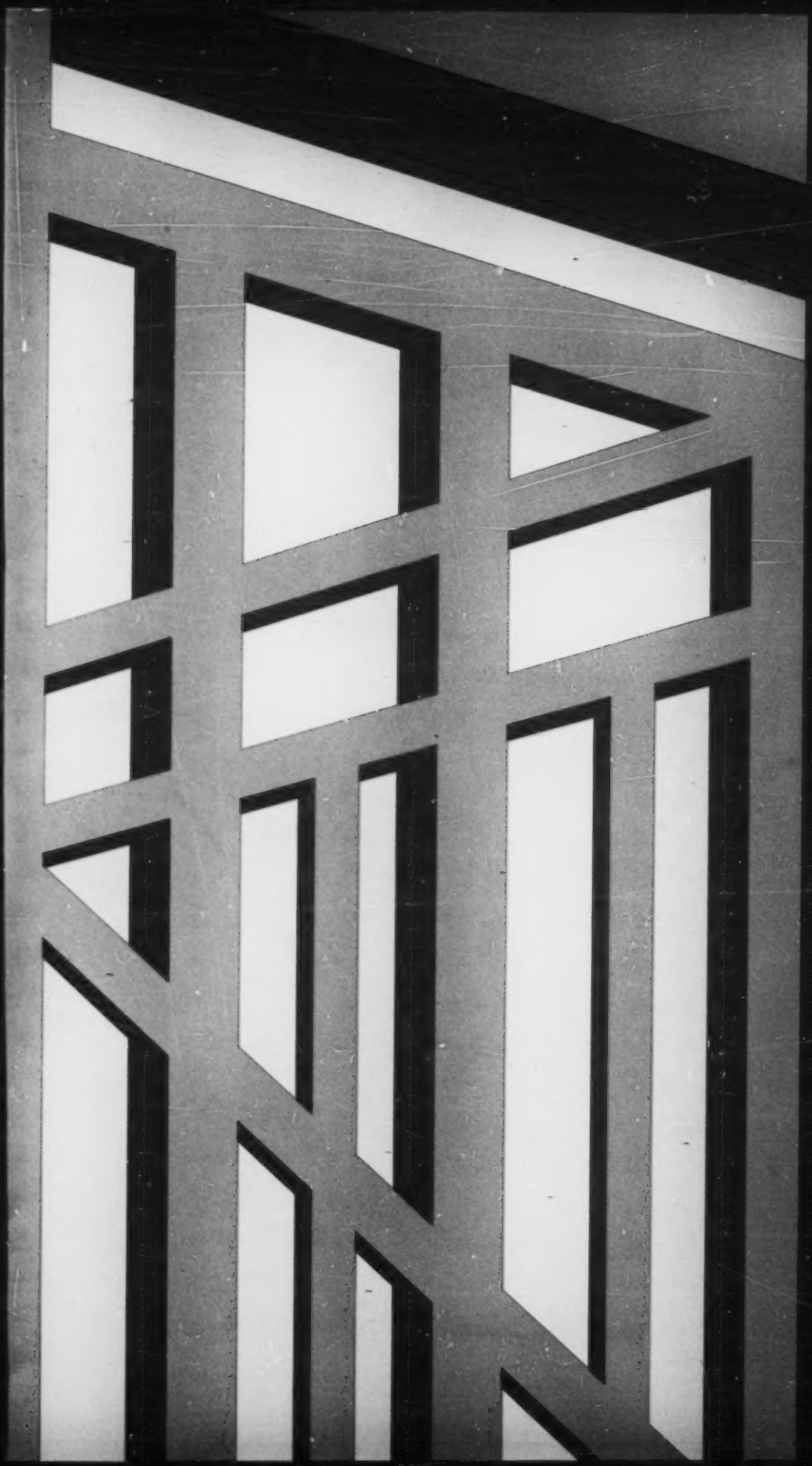
1991

FACTS

ABOUT

STORE

DEVELOPMENT



1991 FACTS ABOUT STORE DEVELOPMENT

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The Food Marketing Institute (FMI) is a nonprofit association conducting programs in research, education and public affairs on behalf of its 1,500 members — food retailers and wholesalers and their customers in the United States and around the world. FMI's domestic member companies operate approximately 19,000 retail food stores with a combined annual sales volume of $180 billion — more than half of all grocery sales in the United States. FMI's retail membership is composed of large multi-store chains, small regional firms and independent supermarkets. Its international membership includes 230 members from 60 countries.

Table of Contents

Executive Summary and Key Facts	4
Store Development Trends	6
Store Remodelings	7
New Store Development	8
Rent and Leasing Arrangements	13
Detailed Results from *Facts, 1991*	15
Methodology	46
Sample Questionnaires	47

EXECUTIVE SUMMARY

As the supermarket industry moves into the 1990s, two important shifts are visible. First, companies are opening more stores than they close. In 1990, for the second consecutive year and the third out of the past four, more stores were opened than closed, reversing the pattern of the early and mid-1980s.

Second, new store size has stabilized after continuous increases throughout the 1980s. The median new store size in 1990 was 38,000 square feet, a slight decline from the 40,000 square feet in 1989 and the 40,800 in 1988. More importantly, median store sizes in the three main store formats settled in as well. In 1990 the median size for conventional stores was 25,000 square feet, 43,000 square feet for super stores and 59,000 square feet for combination stores. These three formats have remained relatively stable in size over the past few years. Warehouse stores report more variety in size; a typical warehouse store was 41,000 square feet in 1990.

Facts About Store Development 1991 examines the costs per square feet of constructing and outfitting a store. The median cost in 1990 was $81.32 per square foot. Median opening inventory costs for a typical 38,000 square foot store were $716,000, bringing the approximate total cost of building and outfitting such a store to about $3.8 million. This is exclusive of land, parking facilities, etc.

As in 1989, the most popular new store service departments in 1990 were service bakeries/delis, greeting cards, floral/plant shops and service seafood. Scratch/bake-off bakeries and prepared foods ranked high as well. Combination stores had the most service departments, followed closely by super stores.

Following the trend of the 1980s store remodelings continued to outpace new store construction. In 1990, 9.1 percent of the stores sampled were remodeled. Remodeling costs fell considerably from almost $481,000 in 1989 to $320,000 in 1990. The 1990 results show fewer remodels costing over $1 million. Although it is too early to tell, these data might be another indication of the overall stabilization of store development.

The most popular addition to remodeled stores in 1990 were expanded GM/HBC sections, followed by prepared foods and service seafood departments. This represents a change from 1989 when service seafood ranked number one.

Facts also studies rent and leasing arrangements for stores. Detailed data are featured on per square foot rent, overages (a percentage of sales paid as rent in addition to the minimum rent per square foot) and services provided by the landlord on a store-by-store basis. Past FMI studies have indicated that most

supermarket buildings are leased, either from an outside landlord or from a parent/subsidiary company. Existing supermarkets paid an average of $4.50 per square foot as minimum rent with 0.8 percent of sales as overages for a total of $5.05. New supermarkets studied average $8.62 per square foot in rent plus 0.9 percent of sales as overages for a total of $9.01.

Key Facts About Store Development 1990

Percentage of Stores Newly Constructed	4.0%
Percentage of Stores Closed	3.3%
Percentage of Stores Remodeled	9.1%
Median New Store Size	38,000 square feet
Median Building Cost per Square Foot for New Stores	$40.00
Median Cost per Square Foot for Fixtures and Decoration	$40.00
Median Total Construction Cost per Square Foot	$81.32
Median Total Capital Investment per Remodeling	$320,000
Average Total Rent per Square Foot for All Stores	$5.05
Average Total Rent per Square Foot for New Stores	$9.01

STORE DEVELOPMENT TRENDS

As the supermarket industry moved into the 1990s, two important shifts from the 1980s were visible.

First, companies opened more stores than they closed. For the second year in a row and the third out of the last four, slightly more stores were opened in 1990 (4.0 percent) than closed (3.3 percent), reversing the pattern of the last several years.

Second, new store size was stabilized after continuous increases throughout most of the 1980s. New store size has been roughly stable for three years in a row. While stores came in all shapes and sizes, the median size in 1990 was 38,000 square feet, actually a slight decrease from 40,000 in 1989 and 40,800 in 1988.

It seems that supermarket operators have settled on a format appropriate to their companies. A challenge in the '90s will be how to most effectively merchandise that format in a market that is increasingly diverse demographically yet growing at a miniscule rate, if at all.

The total marketplace for supermarkets is growing at a snail's pace; an annual rate of less than one percent from 1980 to 1990, according to the latest U.S. census. One answer to this challenge is store remodelings; over 9 percent of stores were remodeled in 1990, slightly more than the past two years.

TABLE 1
PERCENTAGE OF STORES OPENED, CLOSED, REMODELED

	OPENED	CLOSED	REMODELED
1981	4.7%	5.5%	6.0%
1982	4.5%	5.8%	7.7%
1983	3.7%	4.2%	6.3%
1984	4.1%	6.9%	4.3%
1985	3.1%	4.2%	9.9%
1986	3.9%	4.6%	9.5%
1987	4.6%	3.3%	9.6%
1988	4.2%	6.8%	8.6%
1989	3.9%	3.1%	8.4%
1990	4.0%	3.3%	9.1%

TABLE 2
Median New Store Size (square feet), 1981-1990

1981	34,400
1982	36,400
1983	38,000
1984	39,800
1985	40,000
1986	43,830
1987	46,892
1988	40,800
1989	40,000
1990	38,000

STORE REMODELINGS

Remodeling stores is an important method for supermarket operators to stay abreast of the competition. Remodeling allows operators to add space for new services and additional products without incurring the huge expense of new construction. That is especially important to companies operating under heavy debt loads resulting from corporate restructuring. In many areas of the nation population growth has been stagnant or even declining. Remodelings are an important tool for supermarket operators to keep their existing customer base.

Costs and Timing

Supermarket operators are as varied and creative in their approaches to remodeling as they are in developing new services and formats for their stores. As a result, the scope—and costs—of remodeling during 1990 varied significantly, with some costing over $1 million. The median cost for 1990 was $320,000, quite a bit lower than $480,975 in 1989, and, in fact, the data show fewer remodelings on the higher end of the scale in 1990 than in 1989. The middle 50 percent fell between $258,000 and $715,200 in the 1990 sample, compared with $300,000 to $977,000 in 1989. Although it is too early to tell, these data might indicate that, as the industry is settling into more consistency in store size, store remodelings are becoming less dramatic in scope.

TABLE 3
STORE REMODELING COSTS, 1986-1990

	Total Capital Investment	Cost per Sq.Ft.
1986	$400,000	$19.16
1987	$500,000	$24.24
1988	$488,000	$20.00
1989	$480,975	$28.43
1990	$320,000	$30.10

SOURCE: FOOD MARKETING INSTITUTE, Facts About Store Development, 1991

Stores that were remodeled last year had gone an average of seven years since the previous remodeling. If it was the store's first facelift, it came an average of 12 years after the store's opening. Both figures represent a trend that has continued for several years.

Adding Space and Services

Over 35 percent of the stores remodeled in 1990 were enlarged, typically by about 6,300 square feet. The most frequently added features in 1990 were expanded GM/HBC sections, prepared foods, service seafood and service bakery/delis. This represents a change from the 1989 sample, in which service seafood and service bakery/delis topped the list.

TABLE 4
PERCENTAGE OF STORES ADDING THE FOLLOWING FEATURES IN REMODELINGS

	1990	1989
Expanded GM/HBC Sections	23.7%	16.6%
Prepared Foods	15.1%	15.3%
Service Seafood	13.6%	27.3%
Service Bakery/Deli	11.5%	26.4%
Floral/Plant Shop	8.2%	23.9%
Scratch/Bake-off Bakery	7.0%	13.2%
Greeting Cards	5.4%	5.7%
Photo Centers	5.4%	5.1%
Pharmacy	3.8%	11.7%
Wine	1.7%	4.1%

SOURCE: FOOD MARKETING INSTITUTE, Facts About Store Development, 1991

NEW STORE DEVELOPMENT

Size of New Stores

One area in which the supermarket industry appears to have stabilized is new store size. While new stores developed in 1990 came in all manner of shapes and sizes—stores opened in 1990 ranged from 8,000 square feet to 85,000 square feet—the industry median was 38,000 square feet, just slightly under the previous two years. The 1980s, however, was marked with dramatic growth as store sizes increased by over 10,000 square feet from 34,400 recorded in 1981. In fact, beginning in 1979, store sizes skyrocketed until 1987 when they peaked at 46,892. Then, in 1988, the median settled at about 40,000. As was the case in 1988 and 1989, the 1990 median size was affected by a large number of stores under 30,000 square feet constructed by one company. Still, when those stores are removed, the median number is only slightly higher at 43,600 square feet.

Store Formats

It is useful to examine new store development in terms of various formats. *Facts* examines four formats:

- Conventional stores—full-line self-service food stores under 30,000 square feet.
- Super stores—supermarkets over 30,000 square feet with expanded food and non-food sections.
- Combination stores—at least 25 percent of the store area devoted to general merchandise, often containing a pharmacy and emphasizing health and beauty care products.
- Warehouse stores—supermarkets that use utilitarian fixtures and emphasize lower prices at the expense of traditional customer services.

Conventional, super and combination store formats appear to have settled into a definite size range in the past few years. Super stores increased steadily from 1981 through 1984. Since 1984, however, the median super store stayed in the 40,000 to 44,000 square feet range (43,000 square feet in 1990). Combination stores grew from 42,000 square feet in 1981 to 58,225 in 1985 but dropped in 1986 and 1987. For the past three years, the typical combination store has remained in the 58,000 to 60,000 square feet range (59,000 in 1990). Conventional stores have remained in the 25,000 to 29,000 square feet range since 1985. The typical conventional store in 1990 was 25,000 square feet.

Fewer than 10 percent of the sample each year were warehouse stores. The warehouse format is not necessarily locked into one size category, as indicated by last year's median of 13,000 square feet. While this format showed the widest variety in size over the past decade, these stores have generally been larger, sometimes rivaling combination stores in size. The median warehouse store in 1990 was 41,000 square feet.

TABLE 5
SUPER STORE SIZE (SQUARE FEET), 1981-1990

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1990	43,000	38,000	44,050
1989	43,202	40,903	47,025
1988	42,000	40,800	50,581
1987	40,000	40,000	45,000
1986	43,390	40,000	57,000
1985	39,716	36,000	42,858
1984	40,000	34,000	43,000
1983	38,000	34,850	42,800
1982	35,400	30,000	36,500
1981	34,500	33,500	36,464

SOURCE: FOOD MARKETING INSTITUTE, Facts About Store Development, 1991

TABLE 6
COMBINATION STORE SIZE (SQUARE FEET), 1981-1990

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1990	59,000	45,000	62,800
1989	58,432	51,613	72,400
1988	60,000	50,000	68,574
1987	52,430	53,430	52,430
1986	51,500	46,247	58,629
1985	58,225	42,982	61,000
1984	54,069	48,103	61,524
1983	49,457	44,800	50,250
1982	42,830	42,000	48,000
1981	42,000	42,000	49,000

SOURCE: FOOD MARKETING INSTITUTE, Facts About Store Development, 1991

TABLE 7
CONVENTIONAL STORE SIZE (SQUARE FEET), 1981-1990

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1990	25,000 sq.ft.	24,750 sq.ft.	29,000 sq.ft.
1989	25,000	25,000	29,000
1988	29,000	25,000	29,000
1987	26,600	21,000	28,000
1986	25,000	25,000	25,000
1985	25,800	23,500	29,450
1984	22,100	21,500	22,021
1983	22,000	20,000	24,300
1982	26,400	17,750	30,000
1981	22,000	15,000	25,550

SOURCE: FOOD MARKETING INSTITUTE, Facts About Store Development, 1991

In summary, from 1981 through 1987 the industry experienced steady increases in the size of both super stores and combination stores, with both formats leveling out at the end of the decade. Conventional stores remained fairly stable in size, while warehouse stores experienced considerable variations. Most importantly, it is clear that the industry has settled into a period of stability in terms of the size of new stores being constructed.

Services in New Stores

In the days before supermarkets came of age, service was an integral part of a successful grocer's business. The '50s brought the introduction of self-service, and FMI *Facts* reports of that era note the emergence of self-service meat and bakery departments. While the heart of today's supermarket is self-service, operators are turning more and more to the concept of service in specific departments to differentiate themselves in the marketplace.

As in 1989, the most popular new store service departments in 1990 were service bakeries/delis, greeting cards, floral/plant shops and service seafood. Scratch/bake-off bakeries and prepared foods ranked high as well. These offerings are in line with the desires of consumers as reported in *FMI's Trends: Consumer Attitudes & the Supermarket, 1991* which showed that 63 percent of consumers frequently or occasionally use the delicatessen or purchase deli or other carryout items. Also, 46 percent of shoppers who indicated their supermarket had a floral department said they visit it occasionally or frequently. When asked what factors are important in their selection of a supermarket, 73 percent of shoppers studied said "fresh food sections like a deli or a bakery and 60 percent said a "fresh seafood section."

FMI studied the departments in new stores in 1983 and 1984 as well. Scratch/bake-off bakeries and service delis were the most popular departments during those years as well.

Looking at specialty/service departments in new stores by format, we see that combination store formats had the most specialty departments. All the combo stores in the 1990 sample had a service bakery/deli, greeting cards and a floral/plant shop. Almost 97 percent featured service seafood. Over 93 percent of new combo stores featured a pharmacy.

Service bakery/delis were found in over 81 percent of new super stores. Greeting cards, floral/plant shops, bakeries, and service seafood were also prominent.

Looking at some of the "up-and-coming" departments in supermarkets, 78 percent of the combo stores and almost 65 percent of the super stores offered prepared foods. Video rentals were found in over 60 percent of new stores in both formats. Just about half the super stores (48.4 percent) and over two thirds (64.4 percent) of the combo stores contained photo centers.

On the other hand, the conventional stores in this year's sample had fewer specialty departments.

TABLE 8
PERCENTAGE OF NEW STORES WITH THE FOLLOWING DEPARTMENTS

Feature	All Stores	Conventional Stores	Super Stores	Combination Stores
Service Bakery/deli	53.4%	13.9%	81.5%	100.0%
Greeting Cards	50.9	10.8	76.6	100.0
Floral/plant Shop	50.0	10.1	76.6	100.0
Service Seafood	47.4	10.1	72.6	96.6
Scratch/Bake-off Bakery	45.1	9.5	75.0	72.9
Prepared Foods	44.0	13.3	64.5	78.0
Video Rentals	37.4	7.6	62.9	61.0
Photo Centers	29.9	3.2	48.4	64.4
Pharmacy	31.0	3.8	37.1	93.2
Wine	29.6	7.6	35.5	78.0

SOURCE: Food Marketing Institute, Facts About Store Development, 1991

New Store Costs

While many stores are built by outside developers, many supermarket retailers and wholesalers are directly involved in store construction themselves—sometimes establishing separate units within their companies devoted entirely to store remodeling and construction.

In analyzing the costs of building and stocking a new store, FMI tracked the actual cost of construction, fixtures, equipment, and opening inventory. The cost of the land, parking lot, site selection and other related costs were not included.

Building Costs

In 1990 median building costs were $40.00 per square foot, median costs for store equipment, fixtures and decorations were $40.00 and median total building costs were $81.32 per square foot. Data for the past several years indicate little variation in building costs by store format or total size of store, when inflation and other variables are considered.

TABLE 9
NEW STORE COSTS PER SQUARE FOOT, 1986-1990

	Median Total Cost per Sq.Ft.	Fixtures and Decorations	Building Costs
1986	$62.72	$30.00	$30.00
1987	$75.66	$35.00	$36.04
1988	$90.00	$39.45	$40.00
1989	$76.80	$36.50	$40.00
1990	$81.32	$40.00	$40.00

SOURCE: Food Marketing Institute, Facts About Store Development, 1991

Opening Inventory Costs

The median cost for opening inventory in 1990 was $716,000. However, it is important to remember that opening inventory costs vary widely by store size and format, with combination stores usually reporting the highest opening inventory costs, conventionals the lowest and super stores in mid-range. Warehouse inventory costs vary widely according to size.

TABLE 10
MEDIAN COSTS FOR OPENING INVENTORY

All Stores $716,000	
Conventional Stores	$344,000
Super Stores	$687,000
Combination Stores	$1,040,000
Warehouse Stores	$600,000

SOURCE: Food Marketing Institute, Facts About Store Development, 1991

Cost Summary

The cost of building a new "typical" 38,000 square foot super store at $81.32 per square foot would be about $3.1 million. The opening inventory cost of $716,000 brings the total to $3.8 million—exclusive of land and other related expenses.

RENT AND LEASING ARRANGEMENTS

Past FMI studies have indicated that most supermarket buildings are leased, either from an outside landlord or from a parent/subsidiary company. Each year, FMI tracks the minimum rent per square foot and the overage—the percentage of the stores annual sales paid to the landlord in addition to the normal rent. Typically, supermarkets pay about one percent of annual sales as rent. This system offers some protection against business declines, since rent also drops correspondingly. Without the overage system, a store would be faced with the same rent costs regardless of its sales experience.

The following chart presents average minimum rent per square foot and typical overage percentages.

TABLE 11A
AVERAGE RENT PER SQUARE FOOT FOR EXISTING STORES, 1986-1990

	Minimum Rent Per Square Foot	Overages as a Percentage of Sales	Expected Total Rent Per Square Foot
1986	$4.17	0.8%	$5.04
1987	$4.05	0.9%	$6.00
1988	$4.14	1.0%	$4.79
1989	$4.55	0.9%	$6.06
1990	$4.50	0.8%	$5.05

SOURCE: Food Marketing Institute, Facts About Store Development, 1991

TABLE 11B
AVERAGE RENT PER SQUARE FOOT FOR NEW STORES, 1986-1990

	Minimum Rent Per Square Foot	Overages as a Percentage of Sales	Expected Total Rent Per Square Foot
1986	$6.75	0.9%	$7.13
1987	$6.48	0.7%	$6.97
1988	$6.68	1.0%	$7.02
1989	$7.85	1.0%	$7.99
1990	$8.62	0.9%	$9.01

SOURCE: Food Marketing Institute, Facts About Store Development, 1991

DETAILED RESULTS FROM FACTS ABOUT STORE DEVELOPMENT, 1991

List of Tables

Table		Page
12	Profile of Respondents	17
13	Type of Supermarkets and Number of Years Since Last Remodeling	18
14	Percentage of Store Activity by Type of Store	18
15	Median Number of Years From First Opening to Present Remodeling	19
16	Median Number of Years From Last Major Remodeling to Present Remodeling	19
17	Median of Total Capital Investment per Supermarket per Major Remodeling	20
18	Median of Total Capital Investment per Square Foot per Major Remodeling	20
19	Percentage of Stores Adding the Following Features in Remodelings in 1990	21
20	Percentage of Store Remodelings Which Have Added Additional Space to the Store	22
21	Median Square Feet of Space Added to Remodeled Stores	23
22	Profile of New Store Construction—Medians	24
23	Median Total Square Feet for New Stores	25
24	Median Square Feet of Selling Area for New Stores	26
25	Median Cost for Store Equipment, Fixtures and Decorations per Square Foot	27
26	Median Building Cost per Square Foot	28
27	Median Total Construction Cost per Square Foot	29
28	Median Cost for Opening Inventory	30
29	Percentage of Stores Adding the Following Features in New Stores in 1990	31
30	Mean Rent for Existing Stores	32
31	Mean Rent for New Stores	33
32	Ownership/Lease Arrangement for New Stores	34
33	Ownership/Lease Arrangement for Existing Stores	36

TABLE 12-1

PROFILE OF RESPONDENTS -- NUMBER OF SUPERMARKETS OPERATED

		ANNUAL SALES IN MILLIONS							
	ALL COMPANIES	UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL	239	109	48	33	10	8	9	14	8
1 STORE OPERATORS	54.0%	97.2%	47.9%	-	-	-	-	-	-
2 - 10 STORE COMPANIES	24.7	2.8	52.1	84.8	30.0	-	-	-	-
11 - 49 STORE COMPANIES	8.8	-	-	15.2	70.0	75.0	33.3	-	-
50 + STORE COMPANIES	12.6	-	-	-	-	25.0	66.7	100.0	100.0
INDEPENDENTS (1 - 10 STORES)	78.7	100.0	100.0	84.8	30.0	-	-	-	-
CHAINS (11 + STORES)	21.3	-	-	15.2	70.0	100.0	100.0	100.0	100.0

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 12-2

PROFILE OF RESPONDENTS -- NUMBER OF SUPERMARKETS OPERATED

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	239	17	31	61	25	40	9	14	29	13
1 STORE OPERATORS	54.0%	58.8%	51.6%	63.9%	76.0%	55.0%	44.4%	50.0%	37.9%	7.7%
2 - 10 STORE COMPANIES	24.7	23.5	19.4	26.2	16.0	17.5	33.3	28.6	48.3	7.7
11 - 49 STORE COMPANIES	8.8	-	19.4	6.6	4.0	12.5	-	-	10.3	15.4
50 + STORE COMPANIES	12.6	17.6	9.7	3.3	4.0	15.0	22.2	21.4	3.4	69.2
INDEPENDENTS (1 - 10 STORES)	78.7	82.4	71.0	90.2	92.0	72.5	77.8	78.6	86.2	15.4
CHAINS (11 + STORES)	21.3	17.6	29.0	9.8	8.0	27.5	22.2	21.4	13.8	84.6

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 13
TYPE OF SUPERMARKETS AND NUMBER OF YEARS SINCE LAST REMODELING

	SUPERMARKETS IN OPERATION	AVERAGE NUMBER OF YEARS SINCE LAST MAJOR REMODELING
TOTAL	100.0	8.6
CONVENTIONAL STORES	57.5	8.3
SUPER STORES	25.0	6.9
COMBINATION STORES	14.2	5.8
WAREHOUSE STORES	2.9	4.3
OTHER	.4	5.0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 14
PERCENTAGE OF STORE ACTIVITY IN 1990 BY TYPE OF STORE

	NEW	CLOSED	ACQUIRED
TOTAL	433 100.0	323 100.0	236 100.0
CONVENTIONAL STORES	39.3%	74.3%	69.1%
SUPER STORES	32.6	13.3	17.4
COMBINATION STORES	23.8	9.3	6.8
WAREHOUSE STORES	3.9	1.9	6.4
OTHER	.7	1.2	.4

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 15
MEDIAN NUMBER OF YEARS FROM FIRST OPENING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	12.0	8.0	20.0	85
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	17.0	7.0	21.0	17
10 - 30 MILLION	12.0	6.0	25.0	15
31 - 100 MILLION	10.0	10.0	15.0	11
101 - 250 MILLION	15.0	10.0	16.0	7
251 - 500 MILLION	8.0	6.0	10.0	5
501 - 999 MILLION	12.0	10.0	13.0	9
1 - 3 BILLION	10.0	7.0	20.0	13
OVER 3 BILLION	12.0	9.0	17.5	8

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 16
MEDIAN NUMBER OF YEARS FROM LAST MAJOR REMODELING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	7.0	5.0	10.0	81
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	7.0	5.0	10.0	16
10 - 30 MILLION	9.5	5.0	11.0	14
31 - 100 MILLION	8.5	5.5	10.0	12
101 - 250 MILLION	6.0	4.0	9.0	7
251 - 500 MILLION	8.5	5.0	10.0	6
501 - 999 MILLION	7.0	5.5	10.0	8
1 - 3 BILLION	7.0	5.0	11.0	11
OVER 3 BILLION	10.0	7.0	10.0	7

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 17

MEDIAN OF TOTAL CAPITAL INVESTMENT PER SUPERMARKET PER MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	$320000	$258000	$715200	657
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	200000	55500	350000	17
10 - 30 MILLION	400000	250000	700000	21
31 - 100 MILLION	362500	257500	600000	20
101 - 250 MILLION	376000	301000	1200000	14
251 - 500 MILLION	688000	165000	1000000	15
501 - 999 MILLION	890500	167700	1600000	30
1 - 3 BILLION	258000	150500	946000	222
OVER 3 BILLION	320300	319750	715600	318

NOTE: DATA WEIGHTED BY NUMBER OF STORES THAT UNDERWENT MAJOR REMODELING

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 18

MEDIAN OF TOTAL CAPITAL INVESTMENT PER SQUARE FOOT PER MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	$30.10	$12.04	$57.00	81
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	29.84	18.50	40.90	14
10 - 30 MILLION	31.56	5.47	59.17	16
31 - 100 MILLION	20.00	11.00	34.89	13
101 - 250 MILLION	12.04	10.94	32.50	7
251 - 500 MILLION	45.00	35.90	48.65	5
501 - 999 MILLION	47.75	13.49	75.00	8
1 - 3 BILLION	37.95	25.80	61.78	12
OVER 3 BILLION	21.05	15.69	65.82	6

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 19-1

PERCENTAGE OF STORES ADDING THE FOLLOWING FEATURES IN REMODELINGS IN 1990

		ANNUAL SALES IN MILLIONS							
	ALL STORES	UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL STORES	773	18	21	24	14	16	32	229	419
EXPANDED GM/HBC SECTIONS	23.7%	33.3%	19.0%	41.7%	35.7%	37.5%	37.5%	45.9%	8.4%
PREPARED FOODS	15.1	5.6	23.8	29.2	28.6	31.3	28.1	19.7	9.8
SERVICE-SEAFOOD	13.6	22.2	28.6	20.8	28.6	-	46.9	18.8	6.7
SERVICE BAKERY/DELI	11.5	16.7	14.3	33.3	21.4	18.8	18.8	15.3	6.7
FLORAL/PLANT SHOP	8.2	22.2	33.3	33.3	42.9	6.3	12.5	4.4	5.5
SCRATCH/BAKE-OFF BAKERY	7.0	11.1	9.5	16.7	7.1	-	15.6	15.7	1.0
GREETING CARDS	5.4	11.1	23.8	8.3	-	-	3.1	7.9	3.3
PHOTO CENTERS	5.4	11.1	14.3	8.3	-	-	12.5	7.4	3.3
PHARMACY	3.8	5.6	14.3	4.2	7.1	31.3	6.3	5.7	.7
WINE	1.7	11.1	23.8	4.2	7.1	-	-	-	1.0

TABLE 19-2

PERCENTAGE OF STORES ADDING THE FOLLOWING FEATURES IN REMODELINGS IN 1990

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	773	18	42	122	13	78	231	63	30	176
EXPANDED GM/HBC SECTIONS	23.7%	27.8%	26.2%	12.3%	7.7%	32.1%	10.8%	9.5%	53.3%	44.9%
PREPARED FOODS	15.1	11.1	42.9	9.0	23.1	2.6	18.6	4.8	63.3	9.1
SERVICE-SEAFOOD	13.6	16.7	45.2	7.4	7.7	17.9	6.1	25.4	53.3	7.4
SERVICE BAKERY/DELI	11.5	-	9.5	3.3	23.1	6.4	13.0	6.3	63.3	11.4
FLORAL/PLANT SHOP	8.2	5.6	28.6	5.7	15.4	12.8	8.7	-	13.3	4.0
SCRATCH/BAKE-OFF BAKERY	7.0	5.6	21.4	1.6	7.7	5.1	.4	-	50.0	11.9
GREETING CARDS	5.4	5.6	9.5	.8	7.7	-	6.5	-	13.3	9.1
PHOTO CENTERS	5.4	5.6	9.5	2.5	-	5.1	4.8	27.0	6.7	-
PHARMACY	3.8	5.6	14.3	3.3	7.7	5.1	4.3	-	10.0	-
WINE	1.7	-	2.4	4.1	-	-	2.2	-	6.7	-

TABLE 20-1

PERCENTAGE OF STORE REMODELINGS WHICH HAVE ADDED ADDITIONAL SPACE TO THE STORE

		ANNUAL SALES IN MILLIONS							
	ALL STORES	UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL STORES	773	18	21	24	14	16	32	229	419
PERCENTAGE OF STORES WHICH HAVE ADDED SPACE TO THE STORE	35.3%	55.6%	47.6%	58.3%	57.1%	81.3%	56.3%	34.1%	29.1%

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 20-2

PERCENTAGE OF STORE REMODELINGS WHICH HAVE ADDED ADDITIONAL SPACE TO THE STORE

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	773	18	42	122	13	78	231	63	30	176
PERCENTAGE OF STORES WHICH HAVE ADDED SPACE TO THE STORE	35.3%	61.1%	50.0%	18.9%	61.5%	61.5%	29.9%	38.1%	43.3%	31.8%

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 21

MEDIAN SQUARE FEET OF SPACE ADDED TO REMODELED STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	6300	2700	10000	69
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	4000	900	9000	10
10 - 30 MILLION	1100	1000	10000	10
31 - 100 MILLION	2900	2000	4000	10
101 - 250 MILLION	2700	2000	5000	5
251 - 500 MILLION	6500	3200	12000	7
501 - 999 MILLION	12660	8000	15000	8
1 - 3 BILLION	8018	5518	10306	12
OVER 3 BILLION	7000	6698	9700	7

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 22-1

PROFILE OF NEW STORE CONSTRUCTION --MEDIANS

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	383	11	23	10	7	197	21	25	63	26
TYPICAL TOTAL SQUARE FEET	38000	60000	44463	48000	38000	29000	59162	62803	45540	20000
TYPICAL SELLING AREA IN SQUARE FEET	27360	44472	31573	31840	29800	20300	41413	43962	30200	15000
TYPICAL BUILDING COST PER SQUARE FOOT	$40.00	$60.71	$46.50	$46.65	$32.00	$42.00	$36.66	$33.29	$30.00	$55.90
TYPICAL COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	$40.00	$42.17	$45.00	$42.25	$35.00	$35.00	$40.00	$30.00	$39.00	$55.90
TYPICAL TOTAL CONSTRUCTION COST PER SQUARE FOOT	$81.32	$104.92	$90.32	$91.75	$67.00	$84.77	$80.16	$62.00	$81.32	$120.40

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 22-2

PROFILE OF NEW STORE CONSTRUCTION --MEDIANS

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUNI. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	383	158	124	59	5	2	151	137	25	1
TYPICAL TOTAL SQUARE FEET	38000	25000	43041	59162	40875		25000	43500	40288	
TYPICAL SELLING AREA IN SQUARE FEET	27360	17500	28837	41413	34700		17500	32372	32565	
TYPICAL BUILDING COST PER SQUARE FOOT	$40.00	$51.60	$39.80	$37.56	$30.00		$43.30	$42.00	$36.66	
TYPICAL COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	$40.00	$45.66	$35.00	$40.00	$31.00		$40.31	$40.00	$43.50	
TYPICAL TOTAL CONSTRUCTION COST PER SQUARE FOOT	$81.32	$120.40	$77.83	$80.16	$61.80		$84.30	$86.00	$80.16	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 23

MEDIAN TOTAL SQUARE FEET FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	38000	25000	47000	383
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION	22000	22000	27000	7
31 - 100 MILLION	40600	23000	53000	6
101 - 250 MILLION	46654	37300	48000	8
251 - 500 MILLION	45540	35500	58000	9
OVER 500 MILLION	37700	25000	44463	323
GEOGRAPHIC REGION				
NEW ENGLAND	60000	32600	60000	11
MIDDLE ATLANTIC	44463	42000	53800	23
EAST NORTH CENTRAL	48000	45307	70000	10
WEST NORTH CENTRAL	38350	35070	74500	7
SOUTHEAST	29000	25000	38000	197
WEST SOUTH CENTRAL	59162	52000	61752	21
MOUNTAIN	62803	41783	72000	25
PACIFIC	45540	43041	47000	63
CANADA	20000	18000	21500	26
SIZE OF STORE (IN SQUARE FEET)				
UNDER 20,000	18000	16400	18000	13
20,000 - 29,999	25000	25000	29000	139
30,000 - 39,999	38000	34000	38000	52
40,000 - 49,999	45000	43041	47000	118
50,000 - 59,999	53800	53142	58581	16
60,000 AND OVER	63417	61752	72000	45
TYPE OF STORE				
CONVENTIONAL	25000	24750	29000	158
SUPER STORE	43000	38000	44050	124
COMBINATION STORE	59000	45000	62800	59
WAREHOUSE	41000	35070	40875	5
OTHER				2
LOCATION OF STORE				
COMMUNITY/REGIONAL	25000	25000	29000	151
NEIGHBORHOOD	43500	38000	49890	137
FREE STANDING	40288	22000	61752	25
OTHER				1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 24

MEDIAN SQUARE FEET OF SELLING AREA FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	27360	17500	32400	354
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION	15000	15000	20000	6
31 - 100 MILLION	30250	12000	37100	6
101 - 250 MILLION	29833	25000	31680	8
251 - 500 MILLION	35000	27300	45000	9
OVER 500 MILLION	27700	17500	32400	323
GEOGRAPHIC REGION				
NEW ENGLAND	44472	25000	48600	11
MIDDLE ATLANTIC	31573	28000	41000	22
EAST NORTH CENTRAL	31840	31680	50000	10
WEST NORTH CENTRAL	29800	27360	52000	7
SOUTHEAST	20300	17500	27360	197
WEST SOUTH CENTRAL	41413	40000	50649	21
MOUNTAIN	43962	27995	50000	25
PACIFIC	30200	28837	30200	35
CANADA	15000	12500	15500	26
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	17500	17500	20300	151
30,000-39,999	27360	25500	27500	52
40,000-49,999	31680	28837	32565	90
50,000 AND OVER	48600	43962	50649	61
TYPE OF STORE				
CONVENTIONAL	17500	17500	20300	157
SUPER STORE	28837	27360	32372	124
COMBINATION STORE	41413	32400	50000	59
WAREHOUSE	34700	29800	34700	5
OTHER				2
LOCATION OF STORE				
COMMUNITY/REGIONAL	17500	17500	20300	151
NEIGHBORHOOD	32372	27360	39000	136
FREE STANDING	32565	15000	50649	25
OTHER				1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 25

MEDIAN COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	$40.00	$30.59	$49.88	228
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION				3
31 - 100 MILLION	43.50	28.88	47.16	5
101 - 250 MILLION	41.00	31.25	45.00	7
251 - 500 MILLION	38.00	31.05	39.00	9
OVER 500 MILLION	40.25	30.59	50.00	203
GEOGRAPHIC REGION				
NEW ENGLAND	42.17	40.31	42.17	10
MIDDLE ATLANTIC	45.00	39.00	55.00	23
EAST NORTH CENTRAL	42.25	41.00	50.00	10
WEST NORTH CENTRAL	35.00	30.00	50.00	7
SOUTHEAST	35.00	33.48	40.00	76
WEST SOUTH CENTRAL	39.75	29.00	43.50	21
MOUNTAIN	30.00	30.00	30.59	25
PACIFIC	39.00	29.96	52.90	30
CANADA	55.90	49.88	68.80	26
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	55.90	44.00	68.80	27
30,000-39,999	35.00	31.25	35.00	51
40,000-49,999	40.00	31.80	51.00	90
50,000 AND OVER	39.90	30.00	43.50	60
TYPE OF STORE				
CONVENTIONAL	45.66	30.00	62.35	32
SUPER STORE	35.00	30.59	49.51	124
COMBINATION STORE	40.00	36.75	50.00	59
WAREHOUSE	31.00	30.00	31.80	5
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	40.31	36.75	65.76	31
NEIGHBORHOOD	40.00	33.96	51.00	135
FREE STANDING	43.50	42.00	49.13	21
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 26

MEDIAN BUILDING COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	$40.00	$33.29	$50.00	177
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION				2
31 - 100 MILLION	36.00	35.85	46.00	5
101 - 250 MILLION	43.30	36.75	43.30	6
251 - 500 MILLION	50.00	40.00	51.60	9
OVER 500 MILLION	40.25	32.00	50.00	154
GEOGRAPHIC REGION				
NEW ENGLAND	60.71	41.73	62.75	10
MIDDLE ATLANTIC	46.50	40.00	56.00	22
EAST NORTH CENTRAL	46.65	43.30	50.00	10
WEST NORTH CENTRAL	32.00	28.00	50.00	7
SOUTHEAST	42.00	37.56	44.00	31
WEST SOUTH CENTRAL	36.66	32.43	36.66	19
MOUNTAIN	33.29	32.00	37.70	25
PACIFIC	30.00	28.42	41.45	30
CANADA	55.90	51.60	59.34	23
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	51.60	45.58	59.34	23
30,000-39,999	30.50	28.00	55.70	23
40,000-49,999	41.45	37.70	44.00	74
50,000 AND OVER	36.66	33.29	47.00	57
TYPE OF STORE				
CONVENTIONAL	51.60	43.00	59.34	23
SUPER STORE	39.80	32.00	45.58	101
COMBINATION STORE	37.56	35.49	44.00	44
WAREHOUSE	30.00	28.00	30.00	5
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	43.30	36.00	51.60	31
NEIGHBORHOOD	42.00	32.00	50.00	84
FREE STANDING	36.66	32.43	36.66	21
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 27

MEDIAN TOTAL CONSTRUCTION COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	$81.32	$67.25	$99.20	179
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION				2
31 - 100 MILLION	83.01	64.88	99.20	5
101 - 250 MILLION	76.15	56.50	84.30	8
251 - 500 MILLION	81.70	78.00	89.00	9
OVER 500 MILLION	80.74	67.25	100.00	154
GEOGRAPHIC REGION				
NEW ENGLAND	104.92	82.04	104.92	10
MIDDLE ATLANTIC	90.32	79.00	119.26	23
EAST NORTH CENTRAL	91.75	84.30	100.00	10
WEST NORTH CENTRAL	67.00	58.00	100.00	7
SOUTHEAST	84.77	61.65	95.00	31
WEST SOUTH CENTRAL	80.16	61.77	80.16	19
MOUNTAIN	62.00	62.00	68.29	25
PACIFIC	81.32	71.41	81.32	31
CANADA	120.40	105.78	120.40	23
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	120.40	100.00	120.40	23
30,000-39,999	67.00	58.00	99.20	23
40,000-49,999	81.32	71.41	95.00	75
50,000 AND OVER	79.00	62.00	87.00	58
TYPE OF STORE				
CONVENTIONAL	120.40	81.70	120.40	23
SUPER STORE	77.83	68.29	86.00	102
COMBINATION STORE	80.16	61.77	95.00	44
WAREHOUSE	61.80	58.00	61.80	5
OTHER				2
LOCATION OF STORE				
COMMUNITY/REGIONAL	84.30	67.25	120.40	31
NEIGHBORHOOD	86.00	73.76	99.20	86
FREE STANDING	80.16	66.00	81.56	21
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 28

MEDIAN COST FOR OPENING INVENTORY

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	$716000	$525000	$800000	207
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION				3
31 - 100 MILLION	521625	250000	650000	5
101 - 250 MILLION	475000	454332	495500	4
251 - 500 MILLION	525000	86000	600000	5
OVER 500 MILLION	750000	580000	800000	188
GEOGRAPHIC REGION				
NEW ENGLAND	840000	475000	1460000	11
MIDDLE ATLANTIC	520000	457000	550000	20
EAST NORTH CENTRAL	660813	518813	900000	4
WEST NORTH CENTRAL	600000	585000	655000	5
SOUTHEAST	666400	600000	750000	72
WEST SOUTH CENTRAL	1080000	710000	1200000	21
MOUNTAIN	800000	800000	1600000	25
PACIFIC	758000	758000	800000	27
CANADA	344000	236500	344000	22
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	261525	236500	344000	26
30,000-39,999	600000	475000	600000	49
40,000-49,999	758000	750000	800000	78
50,000 AND OVER	1080000	800000	1600000	54
TYPE OF STORE				
CONVENTIONAL	344000	250000	425000	32
SUPER STORE	687000	600000	800000	108
COMBINATION STORE	1040000	750000	1100000	54
WAREHOUSE	600000	585000	716000	5
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	550000	344000	666400	27
NEIGHBORHOOD	687000	582500	800000	116
FREE STANDING	710000	520000	1080000	22
OTHER				1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 29-1

PERCENTAGE OF STORES ADDING THE FOLLOWING FEATURES IN NEW STORES IN 1990

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUNI. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL STORES	348	158	124	59	5	2	151	130	25	1
SERVICE BAKERY/DELI	53.4%	13.9%	81.5%	100.0%	60.0%		15.9%	76.9%	80.0%	
GREETING CARDS	50.9	10.8	76.6	100.0	100.0		15.9	73.1	84.0	
FLORAL/PLANT SHOP	50.0	10.1	76.6	100.0	60.0		15.9	74.6	72.0	
SERVICE SEAFOOD	47.4	10.1	72.6	96.6	20.0		12.6	71.5	60.0	
SCRATCH/BAKE-OFF BAKERY	45.1	9.5	75.0	72.9	100.0		15.9	63.8	64.0	
PREPARED FOODS	44.0	13.3	64.5	78.0	100.0		16.6	76.2	88.0	
VIDEO RENTALS	37.4	7.6	62.9	61.0	60.0		11.9	41.5	76.0	
PHARMACY	31.0	3.8	37.1	93.2	-		9.3	43.8	48.0	
PHOTO CENTERS	29.9	3.2	48.4	64.4	-		4.0	39.2	56.0	
WINE	29.6	7.6	35.5	78.0	20.0		4.0	40.8	60.0	

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 29-2

PERCENTAGE OF STORES ADDING THE FOLLOWING FEATURES IN NEW STORES IN 1990

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	348	11	20	10	7	195	19	25	35	26
SERVICE BAKERY/DELI	53.4%	100.0%	90.0%	100.0%	71.4%	24.6%	100.0%	100.0%	88.6%	73.1%
GREETING CARDS	50.9	100.0	95.0	100.0	100.0	24.6	110.5	100.0	94.3	11.5
FLORAL/PLANT SHOP	50.0	100.0	90.0	100.0	71.4	23.6	89.5	100.0	97.1	30.8
SERVICE SEAFOOD	47.4	100.0	90.0	90.0	71.4	19.5	84.2	100.0	85.7	50.0
SCRATCH/BAKE-OFF BAKERY	45.1	100.0	80.0	90.0	100.0	15.9	84.2	100.0	88.6	42.3
PREPARED FOODS	44.0	100.0	95.0	90.0	100.0	23.1	73.7	40.0	65.7	57.7
VIDEO RENTALS	37.4	90.9	85.0	90.0	71.4	11.3	89.5	100.0	54.3	23.1
PHARMACY	31.0	72.7	50.0	40.0	57.1	19.0	89.5	76.0	25.7	-
PHOTO CENTERS	29.9	72.7	50.0	50.0	28.6	12.8	73.7	100.0	37.1	7.7
WINE	29.6	36.4	-	90.0	42.9	14.9	84.2	76.0	51.4	19.2

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 30-1
MEAN RENT FOR EXISTING STORES

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	424	38	42	98	38	30	14	12	92	60
MINIMUM RENT	$4.50	$5.68	$4.56	$3.48	$3.99	$4.39	$4.50	$6.84	$4.19	5.79
TOTAL	356	33	36	76	36	28	15	11	94	27
OVERAGES AS A PERCENT OF SALES	.8%	.6%	.6%	.6%	.4%	.9%	.8%	1.0%	1.2%	1.4%
TOTAL	351	33	32	82	30	25	12	7	79	51
EXPECTED TOTAL RENT	$5.05	$6.82	$4.99	$4.09	$4.79	$4.66	$4.68	$8.35	$5.06	$5.47

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 30-2
MEAN RENT FOR EXISTING STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUN. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	424	270	106	9	21	1	45	226	118	15
MINIMUM RENT	$4.50	$4.23	$5.00	$5.63	$5.62		$4.78	$4.54	$4.11	$7.13
TOTAL	356	214	97	7	20		34	186	104	13
OVERAGES AS A PERCENT OF SALES	.8%	.8%	.9%	1.5%	.7%		.8%	.9%	.7%	.7%
TOTAL	351	215	96	9	17		39	190	89	13
EXPECTED TOTAL RENT	$5.05	$4.94	$5.40	$6.03	$5.78		$5.28	$5.14	$4.77	$6.61

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 31-1
MEAN RENT FOR NEW STORES

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	45	8	7	6	3	7	4	0	5	5
MINIMUM RENT	$8.62	$12.57	$8.24	$6.05		$5.68	$6.75		$13.99	$6.42
TOTAL	40	8	7	5		7	4		4	2
OVERAGES AS A PERCENT OF SALES	.9%	.3%	1.0%	.6%		1.1%	1.5%		1.2%	1.4%
TOTAL	42	8	7	6		7	2		4	5
EXPECTED TOTAL RENT	$9.01	$13.17	$8.50	$6.76		$5.80	$6.75		$14.92	$6.66

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 31-2
MEAN RENT FOR NEW STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUN. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	45	11	22	7	1	0	11	20	7	1
MINIMUM RENT	$8.62	$7.86	$9.75	$6.81			$6.88	$9.13	$6.35	
TOTAL	40	9	19	7			10	17	6	
OVERAGES AS A PERCENT OF SALES	.9%	1.1%	.7%	1.0%			.8%	1.0%	1.2%	
TOTAL	42	11	21	7			11	19	5	
EXPECTED TOTAL RENT	$9.01	$8.42	$10.22	$6.81			$7.08	$9.60	$6.60	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 32

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

To best describe the actual leasing arrangements for stores, the table lists information for each supermarket individually. It shows size, location and type of supermarket along with the rent paid and the services provide by the landlord. All supermarkets are classified first by region, then by size. To illustrate, in New England, the first region shown, each line represents a supermarket. The first line shown describes a 60,000 square foot superstore. The company pays $13.00 per square foot for rent plus, in this case, no overages (0.00%). The averages for rent, overages, annual common-area charges, total rent and size for all stores in that region appear at the end of that region's listing.

						SERVICES PROVIDED BY THE LANDLORD --										
						--INSTALLATION OF HEATING/AIR CONDITIONING										
							--MAINTENANCE OF HEATING/AIR CONDITIONING									
								--TAXES								
									--INCREASES IN TAXES							
										--INSURANCE						
											--PARKING INSTALLATION					
												--SPRINKLER SYSTEM				
													--SECURITY			
														--SNOW REMOVAL		
REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	V	V	V	V	V	V	V	V	V	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
U.S. STORES																
NEW ENGLAND	NEIGHBORHOOD	SUPER STORE	$13.00	0.00%	$13.50	X					X	X	X	X		60,000
	NEIGHBORHOOD	COMBINATION	$8.00	1.00%	$8.00						X			X		59,990
	NEIGHBORHOOD	SUPER STORE	$13.12	0.00%	$13.62	X					X	X	X	X		59,900
		SUPER STORE	$15.00	0.00%	$16.00						X			X	$31,900	53,225
		SUPER STORE	$13.50	1.00%	$14.50						X			X	$29,850	49,766
		SUPER STORE	$11.50	0.00%	$12.00						X			X	$19,100	47,742
		SUPER STORE	$7.00	0.00%	$8.25						X			X	$17,250	43,106
	BUSINESS DIST.	CONVENTIONAL	$19.47	0.00%	$19.47										$0	23,000
AVERAGE			$12.57	0.25%	$13.17										$19,620	49,591
MID-ATLANTIC	COMM./REGIONAL	SUPER STORE	$12.00	1.00%	$13.00	X					X	X		X		60,000
	COMM./REGIONAL	SUPER STORE	$8.50	1.00%	$8.50	X					X	X		X		53,800
	NEIGHBORHOOD	CONVENTIONAL	$8.50	1.00%	$8.50	X					X	X		X		53,800
	COMM./REGIONAL	SUPER STORE	$7.40	1.00%	$7.40	X					X			X		49,900
			$7.50	1.00%	$7.50			X	X		X		X	X		39,527
			$7.00	1.00%	$7.50			X	X	X	X		X	X		29,500
	FREE STANDING	CONVENTIONAL	$6.80	1.00%	$7.10						X					18,000
AVERAGE			$8.24	1.00%	$8.50											43,504
E N CENTRAL	COMM./REGIONAL	SUPER STORE	$5.78	1.00%	$6.00	X					X	X			$20,000	45,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.00%	$9.00	X					X	X				36,200
	COMM./REGIONAL	CONVENTIONAL	$6.25		$7.25	X					X	X		X		36,000
	COMM./REGIONAL	SUPER STORE	$6.13	1.00%	$6.13	X					X	X				
	COMM./REGIONAL	SUPER STORE	$6.33	0.00%	$6.33	X					X	X		X		
	COMM./REGIONAL	SUPER STORE	$5.83	0.00%	$5.83	X					X	X		X		
AVERAGE			$6.05	0.60%	$6.76										$20,000	39,067
W N CENTRAL	NEIGHBORHOOD	COMBINATION	$9.00	1.00%	$9.00	X					X	X		X		75,000
	NEIGHBORHOOD	COMBINATION	$8.50	1.00%	$8.50	X					X	X		X		68,000
	FREE STANDING	WAREHOUSE	$8.50	0.00%	$8.50										$0	66,000
AVERAGE			$8.67	0.66%	$8.67										$0	69,667
SOUTHEAST	NEIGHBORHOOD	COMBINATION	$6.00	1.00%	$6.00	X					X	X		X	$6,780	44,112
	NEIGHBORHOOD	SUPER STORE	$5.90	1.00%	$5.90	X					X	X		X	$7,128	43,854
	COMM./REGIONAL	COMBINATION	$5.05	1.00%	$5.05	X					X	X		X	$5,500	35,975
	NEIGHBORHOOD	COMBINATION	$6.25	1.00%	$6.25	X					X	X		X	$4,910	33,155
	COMM./REGIONAL	COMBINATION	$4.90	1.00%	$4.90	X					X	X		X	$4,910	32,555
	FREE STANDING	CONVENTIONAL	$4.15	1.88%	$5.00	X	X	X			X					13,000
	COMM./REGIONAL	SUPER STORE	$7.50	1.00%	$7.50	X				X	X	X		X		
AVERAGE			$5.68	1.12%	$5.80										$5,846	33,775

TABLE 32

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
W S CENTRAL	FREE STANDING		$6.75	2.00%						X						60,464
	FREE STANDING		$2.92	1.50%						X						40,792
	FREE STANDING	CONVENTIONAL	$5.50	1.00%	$5.50	X				X	X				$0	26,600
	NEIGHBORHOOD	CONVENTIONAL	$8.00	1.50%	$8.00	X				X	X					8,500
AVERAGE			$5.79	1.50%	$6.75										$0	34,089
PACIFIC	NEIGHBORHOOD	SUPER STORE	$13.39							X	X					66,833
	NEIGHBORHOOD	SUPER STORE	$16.86	1.50%	$19.53					X		X			$220,000	50,000
	NEIGHBORHOOD	SUPER STORE	$11.97	0.75%	$13.03					X		X			$40,000	45,000
	NEIGHBORHOOD	SUPER STORE	$12.25	1.25%	$12.25					X		X			$49,000	45,000
	NEIGHBORHOOD	SUPER STORE	$14.88	1.25%	$14.88					X		X			$100,000	41,000
AVERAGE			$13.87	1.18%	$14.92										$102,250	49,567
CANADIAN STORES																
ATLANTIC	FREE STANDING	CONVENTIONAL	$6.78		$6.88	X				X	X				$0	18,700
AVERAGE			$6.78		$6.88										$0	18,700
ONTARIO	NEIGHBORHOOD	SUPER STORE	$3.59		$3.61	X				X	X				$8,600	47,742
	NEIGHBORHOOD	SUPER STORE	$6.67		$6.88	X				X	X		X		$37,840	33,364
	NEIGHBORHOOD	CONVENTIONAL	$7.31	1.50%	$7.31	X				X	X		X		$10,062	7,800
AVERAGE			$5.86	1.50%	$5.93										$18,834	29,635
QUEBEC	NEIGHBORHOOD	CONVENTIONAL	$7.74	1.35%	$8.60	X	X	X	X	X	X	X	X			18,000
AVERAGE			$7.74	1.35%	$8.60											18,000
AVERAGE FOR ALL REGIONS			$8.55	0.88%	$9.01										$29,182	42,437

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

To best describe the actual leasing arrangements for stores, the table lists information for each supermarket individually. It shows size, location and type of supermarket along with the rent paid and the services provide by the landlord. All supermarkets are classified first by region, then by size. To illustrate, in New England, the first region shown, each line represents a supermarket. The first line shown describes a 54,800 square foot superstore. The company pays $13.43 per square foot for rent plus, in this case, no overages (0.00%). The averages for rent, overages, annual common-area charges, total rent and size for all stores in that region appear at the end of that region's listing.

						SERVICES PROVIDED BY THE LANDLORD --										
						--INSTALLATION OF HEATING/AIR CONDITIONING										
						| --MAINTENANCE OF HEATING/AIR CONDITIONING										
						| | --TAXES										
						| | | --INCREASES IN TAXES										
						| | | | --INSURANCE										
						| | | | | --PARKING INSTALLATION										
						| | | | | | --SPRINKLER SYSTEM										
						| | | | | | | --SECURITY										
						| | | | | | | | --SNOW REMOVAL										
						| | | | | | | | |									
REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	V	V	V	V	V	V	V	V	V	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
U.S. STORES																
NEW ENGLAND	NEIGHBORHOOD	SUPER STORE	$13.43	0.00%	$13.93	X				X	X	X	X			54,800
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.25%	$7.75	X				X						30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.27	0.40%	$4.27										$11,000	30,000
	NEIGHBORHOOD	CONVENTIONAL	$3.86	0.20%	$3.86										$0	30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.40	0.00%	$4.40									X	$48,000	30,000
	COMM./REGIONAL	CONVENTIONAL	$1.94	1.25%	$5.28										$19,000	30,000
	COMM./REGIONAL	CONVENTIONAL	$3.00	1.50%	$5.50	X				X	X					27,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00					X				X	$12,000	27,000
	FREE STANDING	CONVENTIONAL	$2.46	0.00%	$4.80										$0	27,000
	COMM./REGIONAL	CONVENTIONAL	$2.11	1.25%	$8.50										$15,000	25,000
	FREE STANDING	CONVENTIONAL	$2.00		$2.00											25,000
	NEIGHBORHOOD	CONVENTIONAL	$2.71	0.00%	$3.21	X				X	X	X	X			24,700
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.25%	$8.00	X				X						22,000
	NEIGHBORHOOD	CONVENTIONAL	$2.54	0.00%	$3.51										$0	22,000
	FREE STANDING	CONVENTIONAL	$2.05	0.00%	$6.00										$0	21,000
	COMM./REGIONAL	CONVENTIONAL	$1.98	1.25%	$6.71				X					X	$7,440	21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.51	0.40%	$5.94	X				X	X	X	X			20,300
	FREE STANDING	CONVENTIONAL	$1.25	0.60%	$1.25										$0	20,000
	NEIGHBORHOOD	CONVENTIONAL	$6.90	0.01%	$8.75	X		X		X	X			X	$6,000	20,000
	FREE STANDING	CONVENTIONAL	$2.27	0.00%	$4.43										$0	19,515
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.25%	$7.50	X				X	X					18,500
	NEIGHBORHOOD	CONVENTIONAL	$5.00	1.50%	$6.66	X				X	X					18,000
	COMM./REGIONAL	CONVENTIONAL	$2.90	1.00%		X				X				X	$18,000	18,000
	FREE STANDING	CONVENTIONAL	$0.78	0.00%	$0.78										$0	17,000
	BUSINESS DIST.	CONVENTIONAL	$28.70	0.00%	$28.70										$0	16,200
	BUSINESS DIST.	CONVENTIONAL	$3.21	0.00%	$3.50			X	X						$0	16,000
	NEIGHBORHOOD	CONVENTIONAL	$8.80							X						15,000
	NEIGHBORHOOD	CONVENTIONAL	$7.25	0.00%	$8.50	X				X	X			X	$23,704	14,400
	BUSINESS DIST.	CONVENTIONAL	$2.03	0.70%	$2.03										$0	13,000
	FREE STANDING	CONVENTIONAL	$3.75	1.25%	$5.50	X				X						12,000
	NEIGHBORHOOD	CONVENTIONAL	$5.25				X			X	X					12,000
	BUSINESS DIST.	CONVENTIONAL	$25.00	2.25%	$25.00										$0	12,000
	FREE STANDING	CONVENTIONAL	$5.50	0.00%	$5.50										$5,000	12,000
	NEIGHBORHOOD	CONVENTIONAL	$5.31	0.00%	$5.31			X	X	X				X	$0	11,736
	NEIGHBORHOOD	CONVENTIONAL	$7.46				X			X						9,000
	NEIGHBORHOOD		$4.80				X			X	X					9,000
	BUSINESS DIST.	CONVENTIONAL	$8.37	0.00%	$0.00										$0	7,000
	FREE STANDING	CONVENTIONAL	$10.00	2.00%	$15.00											6,000
AVERAGE			$5.68	0.58%	$6.82										$7,180	20,083

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
MID-ATLANTIC	COMM./REGIONAL	SUPER STORE	$1.90	0.00%	$2.19										$113,000	58,800
			$3.06	0.05%	$3.20		X	X	X	X		X	X			49,000
	NEIGHBORHOOD	SUPER STORE	$6.54	1.00%	$6.54											47,400
	COMM./REGIONAL	SUPER STORE	$3.82	0.60%	$8.36											44,000
	COMM./REGIONAL	SUPER STORE	$8.00	0.00%	$9.00	X				X	X		X			38,000
			$4.00	0.05%	$4.00	X		X		X	X		X			37,500
	NEIGHBORHOOD	SUPER STORE	$9.00	1.00%	$10.50	X				X	X					37,000
	COMM./REGIONAL	CONVENTIONAL	$7.50	1.00%	$7.50	X				X						35,500
			$4.62	1.00%	$5.15			X	X	X	X			X		34,600
	COMM./REGIONAL	CONVENTIONAL	$8.75	1.00%				X	X	X	X	X		X	$12,000	34,000
	NEIGHBORHOOD	CONVENTIONAL	$6.85	1.00%				X	X	X	X	X		X	$12,000	31,960
	NEIGHBORHOOD	SUPER STORE	$7.65	1.00%	$8.25	X				X	X					31,121
			$1.53	1.25%	$2.00	X		X	X	X	X		X	X		30,500
	COMM./REGIONAL	SUPER STORE	$3.00	1.00%	$4.00	X					X	X		X		30,000
	NEIGHBORHOOD	SUPER STORE	$3.00	1.00%	$4.00	X					X	X		X		30,000
			$3.80	1.00%	$4.00	X		X	X		X		X	X		28,750
	NEIGHBORHOOD	CONVENTIONAL	$4.50	0.00%	$5.00						X			X	$48,000	28,000
	NEIGHBORHOOD	CONVENTIONAL	$2.32	0.01%	$3.00		X	X	X			X		X	$0	26,500
	BUSINESS DIST.	CONVENTIONAL	$7.85	1.50%				X	X	X	X	X		X	$12,000	25,500
	FREE STANDING	CONVENTIONAL	$2.15	1.00%	$2.15											25,000
			$3.15	1.25%	$3.30	X		X	X	X				X		24,400
	NEIGHBORHOOD	CONVENTIONAL	$4.25	0.00%	$4.25						X				$2,000	24,000
	NEIGHBORHOOD	CONVENTIONAL	$4.26	0.30%				X	X	X	X	X		X	$12,000	23,500
	COMM./REGIONAL	CONVENTIONAL	$5.00		$5.00						X					23,000
	NEIGHBORHOOD	CONVENTIONAL	$3.71					X	X	X	X	X		X	$12,000	23,000
			$2.55	1.50%	$2.80			X	X	X	X		X	X		22,000
			$6.00	0.00%	$6.50			X	X	X	X		X	X		21,925
	FREE STANDING	CONVENTIONAL	$4.50	0.00%	$4.75						X			X	$0	19,100
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%							X				$4,000	17,900
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%		X		X	X		X	X		X	$1,800	15,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	0.01%	$6.37						X			X	$2,400	15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.24	0.00%	$2.65						X				$3,750	15,000
	NEIGHBORHOOD	CONVENTIONAL	$4.05	0.00%	$4.25						X			X	$0	14,700
	FREE STANDING	CONVENTIONAL	$3.00		$3.00						X					14,000
			$1.24	0.00%	$2.07	X					X		X	X		12,100
	FREE STANDING	CONVENTIONAL	$1.90	0.00%		X			X		X					11,000
	NEIGHBORHOOD	CONVENTIONAL	$4.70	1.00%				X	X	X	X	X		X	$12,000	10,200
	NEIGHBORHOOD	CONVENTIONAL	$3.00		$3.00	X	X				X					10,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$5.00	X										10,000
	BUSINESS DIST.	WAREHOUSE	$7.00													5,000
			$4.80	1.00%	$5.00	X		X	X	X	X		X	X		3,270
	FREE STANDING	SUPER STORE	$12.51		$13.00											
AVERAGE			$4.56	0.57%	$4.99										$15,434	25,298

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
E N CENTRAL	NEIGHBORHOOD	SUPER STORE	$5.30	1.00%	$5.30		X		X	X	X	X	X		$344,732	81,394
	NEIGHBORHOOD	COMBINATION	$5.00	1.50%	$6.00	X		X			X	X		X	$15,000	52,000
	NEIGHBORHOOD	SUPER STORE	$3.19	1.50%	$7.00						X		X	X	$18,000	52,000
	COMM./REGIONAL	COMBINATION	$5.00	1.50%	$6.00	X		X			X	X		X	$15,000	50,000
	NEIGHBORHOOD	CONVENTIONAL	$3.59	0.50%	$4.15			X		X	X	X	X	X	$140,827	48,749
	FREE STANDING	SUPER STORE	$5.75	0.00%	$5.75	X					X	X				44,000
	FREE STANDING	CONVENTIONAL	$2.19	0.50%	$3.75			X		X	X	X	X	X	$116,804	43,562
	NEIGHBORHOOD	SUPER STORE	$2.46	1.00%	$3.75					X	X			X	$0	43,000
	NEIGHBORHOOD	SUPER STORE	$6.20	1.00%	$6.50					X	X			X	$8,000	42,000
	COMM./REGIONAL	CONVENTIONAL	$4.76	0.00%	$0.00	X					X			X	$0	42,000
	NEIGHBORHOOD	WAREHOUSE	$3.50	0.70%	$4.46					X	X	X	X	X	$6,000	41,600
	NEIGHBORHOOD	CONVENTIONAL	$1.82	1.00%	$4.75			X		X	X	X	X	X	$134,558	41,234
		CONVENTIONAL	$5.00	0.00%	$5.00	X					X	X			$0	38,000
	FREE STANDING	CONVENTIONAL	$1.94	0.00%	$2.15			X		X	X	X	X	X	$186,542	37,171
	NEIGHBORHOOD	CONVENTIONAL	$6.88	1.00%	$7.00			X		X	X	X	X	X	$171,367	36,988
	NEIGHBORHOOD	SUPER STORE	$2.17	1.10%	$2.75	X		X	X	X	X	X		X	$10,000	35,000
	NEIGHBORHOOD	CONVENTIONAL	$5.29	1.00%	$5.30			X		X	X	X	X	X	$125,569	33,910
	NEIGHBORHOOD	WAREHOUSE	$4.75	1.50%	$4.75	X					X	X			$15,000	33,000
		SUPER STORE	$4.41	1.00%	$5.57	X					X	X			$10,000	31,700
	NEIGHBORHOOD	CONVENTIONAL	$5.25	1.00%	$5.25	X					X	X				31,500
		SUPER STORE	$6.75	0.00%	$6.75	X					X	X			$0	30,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00		$6.00										$3,000	30,000
	COMM./REGIONAL	CONVENTIONAL	$4.66		$5.00	X		X		X	X			X	$0	30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.42		$5.00	X		X		X	X			X	$0	28,800
	NEIGHBORHOOD	CONVENTIONAL	$4.30	1.00%				X			X			X	$9,000	28,000
	NEIGHBORHOOD	CONVENTIONAL	$1.54	1.00%	$4.50			X		X	X	X	X	X	$133,669	27,610
	NEIGHBORHOOD	CONVENTIONAL	$3.25	1.00%	$6.00										$6,000	27,600
	NEIGHBORHOOD	CONVENTIONAL	$0.39					X		X	X			X		27,500
	NEIGHBORHOOD	CONVENTIONAL	$5.00	0.00%	$5.00										$2,000	27,000
	NEIGHBORHOOD	CONVENTIONAL	$2.03	0.94%	$2.03										$2,000	27,000
	FREE STANDING	CONVENTIONAL	$2.37	0.00%	$2.50			X		X	X	X	X	X	$88,930	26,833
	FREE STANDING	CONVENTIONAL	$4.31	0.00%	$0.00	X					X	X			$0	26,400
	NEIGHBORHOOD	CONVENTIONAL	$0.40					X		X	X			X		26,000
	FREE STANDING	CONVENTIONAL	$4.00	1.50%	$4.50										$0	26,000
	NEIGHBORHOOD	CONVENTIONAL	$5.00	1.00%	$6.00	X					X	X				25,000
	NEIGHBORHOOD	CONVENTIONAL	$0.25													25,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.00%	$6.00	X					X	X				24,000
	NEIGHBORHOOD	CONVENTIONAL	$3.85		$4.50	X		X		X	X			X	$0	23,000
	NEIGHBORHOOD	CONVENTIONAL	$7.70		$8.25	X		X		X	X			X	$0	23,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00		$4.00	X					X	X		X	$10,000	23,000
	NEIGHBORHOOD	CONVENTIONAL	$3.36	0.00%	$4.20										$4,200	22,500
	NEIGHBORHOOD	CONVENTIONAL	$2.00	0.00%	$2.00	X					X				$0	22,500
	FREE STANDING	CONVENTIONAL		2.50%	$3.45		X	X	X	X	X					22,000
	NEIGHBORHOOD	CONVENTIONAL	$0.31					X		X	X			X		22,000
	FREE STANDING	CONVENTIONAL	$0.25													22,000
	FREE STANDING	CONVENTIONAL	$6.00	0.20%	$6.66	X					X	X	X			21,500
	FREE STANDING	CONVENTIONAL	$4.75	0.00%	$4.75										$0	21,000
	FREE STANDING	CONVENTIONAL	$1.95	0.00%	$1.95										$0	20,000
	NEIGHBORHOOD	CONVENTIONAL		0.05%	$2.36											20,000
	FREE STANDING	CONVENTIONAL	$2.81													19,200
	COMM./REGIONAL	CONVENTIONAL	$2.92	0.00%	$2.92	X	X				X	X				18,500
	FREE STANDING	OTHER	$2.82	0.00%	$2.82	X		X			X					18,500
	COMM./REGIONAL	CONVENTIONAL	$2.40	0.00%		X				X	X					18,000

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
	NEIGHBORHOOD	CONVENTIONAL	$4.45		$5.00	X		X		X	X			X	$0	17,500
	FREE STANDING	CONVENTIONAL	$2.06		$2.06			X	X							17,500
	NEIGHBORHOOD	CONVENTIONAL	$1.25												$4,000	17,500
	FREE STANDING	CONVENTIONAL	$3.48	0.60%	$4.85	X					X	X	X			17,000
	BUSINESS DIST.	CONVENTIONAL	$5.00		$5.00			X			X			X	$1,000	16,800
	FREE STANDING	CONVENTIONAL	$5.95	0.00%	$5.95										$0	16,500
	COMM./REGIONAL	CONVENTIONAL	$3.00	1.25%	$4.00						X	X		X	$0	15,000
	FREE STANDING	CONVENTIONAL	$0.17	1.50%				X		X	X			X		12,500
	BUSINESS DIST.	CONVENTIONAL	$2.75	1.00%	$4.60	X	X									12,100
		CONVENTIONAL	$3.00	0.00%	$3.00	X					X	X			$0	12,000
	FREE STANDING	CONVENTIONAL	$5.00	0.00%	$5.00										$0	12,000
	FREE STANDING	CONVENTIONAL	$5.10	0.00%	$6.75										$0	12,000
	FREE STANDING	CONVENTIONAL	$5.00	1.50%	$5.00			X	X		X			X	$60,000	12,000
	FREE STANDING	CONVENTIONAL	$1.56	0.00%	$1.56					X					$0	11,500
	FREE STANDING	CONVENTIONAL	$2.75	0.00%	$3.03			X							$0	10,900
	FREE STANDING	CONVENTIONAL	$3.43		$3.43	X					X	X	X			10,500
	FREE STANDING	CONVENTIONAL	$2.50	0.00%	$2.50										$0	10,000
	BUSINESS DIST.	CONVENTIONAL	$3.53	0.00%	$3.53											8,500
	FREE STANDING	CONVENTIONAL	$2.85	0.30%	$3.85	X					X	X	X			8,200
	FREE STANDING	CONVENTIONAL	$0.00	0.00%	$3.61	X	X	X	X		X				$26,000	7,200
	FREE STANDING	CONVENTIONAL	$5.83	1.00%											$6,500	6,240
	NEIGHBORHOOD	CONVENTIONAL	$6.65		$7.00	X		X		X	X			X	$0	6,000
	FREE STANDING	CONVENTIONAL	$4.00													
	FREE STANDING	CONVENTIONAL	$5.20													
	FREE STANDING	WAREHOUSE	$6.00													
	FREE STANDING	CONVENTIONAL	$3.36													
	FREE STANDING	CONVENTIONAL	$3.97													
	FREE STANDING	CONVENTIONAL	$1.96													
		CONVENTIONAL	$0.00	0.00%	$0.00											
	FREE STANDING	CONVENTIONAL	$0.00	0.00%	$0.00											
	FREE STANDING	CONVENTIONAL	$0.00	0.00%	$0.00											
	NEIGHBORHOOD	CONVENTIONAL	$5.00	0.01%		X		X			X			X	$0	
	NEIGHBORHOOD	SUPER STORE	$0.85	0.00%	$0.85						X					
	FREE STANDING	SUPER STORE	$4.00	1.50%	$5.63	X					X	X				
	NEIGHBORHOOD	SUPER STORE	$4.02	1.25%	$5.35						X	X		X		
	FREE STANDING	CONVENTIONAL	$1.51	1.00%	$3.59						X					
	FREE STANDING	CONVENTIONAL	$0.97	0.00%	$0.97						X					
	NEIGHBORHOOD	SUPER STORE	$2.95	1.00%	$3.49						X					
	NEIGHBORHOOD	SUPER STORE	$5.21	1.25%	$5.21						X					
	NEIGHBORHOOD	SUPER STORE	$2.82	0.00%	$2.82						X					
	FREE STANDING	SUPER STORE	$3.07	1.00%	$3.07	X					X					
	FREE STANDING	SUPER STORE	$4.28	1.25%	$4.28	X					X					
	NEIGHBORHOOD	SUPER STORE	$3.28	1.50%	$5.47						X					
	FREE STANDING	SUPER STORE	$0.93	0.00%	$0.93						X					
	FREE STANDING	CONVENTIONAL	$2.46	0.00%	$2.46						X					
	FREE STANDING	CONVENTIONAL	$4.44	1.00%	$4.44						X					
	NEIGHBORHOOD	SUPER STORE	$4.88	1.00%	$4.88						X					
AVERAGE			$3.48	0.59%	$4.09										$31,579	25,703

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- Installation of heating/air conditioning	Maintenance of heating/air conditioning	Taxes	Increases in taxes	Insurance	Parking installation	Sprinkler system	Security	Snow removal	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
W N CENTRAL	NEIGHBORHOOD	WAREHOUSE	$6.28	1.00%	$6.28	X			X	X						73,696
	NEIGHBORHOOD	WAREHOUSE	$8.00	1.00%	$8.00	X			X	X						57,350
	NEIGHBORHOOD	WAREHOUSE	$6.25	1.00%	$6.25	X			X	X						49,819
	NEIGHBORHOOD	SUPER STORE	$6.00	1.00%	$6.00	X			X	X						45,000
	NEIGHBORHOOD	SUPER STORE	$6.30	1.00%	$6.30	X			X	X						43,830
	NEIGHBORHOOD	WAREHOUSE	$1.80	0.25%	$1.87	X				X	X				$16,000	43,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.00%	$7.00	X				X	X					40,000
	NEIGHBORHOOD	SUPER STORE	$5.70	0.00%	$5.70	X				X	X				$16,000	38,500
	NEIGHBORHOOD	SUPER STORE	$6.25	1.00%	$6.25	X			X	X						38,000
	FREE STANDING	SUPER STORE	$6.07	0.00%	$6.07	X				X	X				$0	35,815
	NEIGHBORHOOD	WAREHOUSE	$6.40	1.00%	$6.40	X			X	X						35,070
	NEIGHBORHOOD	SUPER STORE	$2.96	0.50%	$5.25	X				X	X				$17,000	34,000
	FREE STANDING	SUPER STORE	$4.30	0.00%	$4.30											34,000
	NEIGHBORHOOD	SUPER STORE	$5.00	0.00%	$5.00	X			X	X	X	X			$20,000	33,500
	NEIGHBORHOOD	SUPER STORE	$3.75	0.00%	$4.30	X			X	X					$12,000	33,500
	COMM./REGIONAL	WAREHOUSE	$2.50	1.25%	$3.35	X				X	X				$7,830	31,320
	FREE STANDING	COMBINATION	$7.78		$7.78			X	X							25,000
	NEIGHBORHOOD	CONVENTIONAL	$3.20			X				X	X		X			24,000
	COMM./REGIONAL	CONVENTIONAL														23,000
	COMM./REGIONAL	CONVENTIONAL	$5.18	0.00%	$5.75										$11,000	23,000
	FREE STANDING	CONVENTIONAL	$1.96	1.00%	$4.84	X				X					$0	22,000
	FREE STANDING	CONVENTIONAL	$3.02	0.00%	$0.00	X									$0	21,500
	COMM./REGIONAL	CONVENTIONAL	$3.40	0.00%	$3.40	X				X	X		X		$2,500	21,000
	BUSINESS DIST.	CONVENTIONAL	$5.70	0.00%	$5.70	X				X	X				$0	21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$3.30	X	X			X	X				$16,000	19,707
		CONVENTIONAL	$3.66		$3.66			X	X						$0	16,400
	BUSINESS DIST.	CONVENTIONAL	$3.00	0.00%	$3.00	X				X	X				$0	15,000
	NEIGHBORHOOD	CONVENTIONAL		1.25%				X	X	X			X		$0	15,000
	FREE STANDING	CONVENTIONAL	$3.50	1.50%		X				X	X					12,500
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%	$7.50										$5,000	11,600
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.50										$0	11,000
	FREE STANDING	CONVENTIONAL	$4.00	0.00%	$4.00	X			X	X						6,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00	X				X						4,000
	FREE STANDING	CONVENTIONAL	$2.21	0.00%												
	FREE STANDING	CONVENTIONAL	$1.67	0.00%												
	FREE STANDING	CONVENTIONAL	$1.41	0.00%												
	FREE STANDING	CONVENTIONAL	$1.05	0.00%												
	FREE STANDING	CONVENTIONAL	$2.36	0.00%	$0.00											
	FREE STANDING	CONVENTIONAL	$0.95	0.00%												
	FREE STANDING	CONVENTIONAL	$0.95	0.00%												
AVERAGE			$3.99	0.42%	$4.79										$6,852	29,034

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	V	V		
SOUTHEAST	COMM./REGIONAL	COMBINATION	$6.66	1.00%	$7.14										$50,000	55,800
	NEIGHBORHOOD	COMBINATION	$7.50	1.25%	$7.50					X	X	X	X			49,000
	NEIGHBORHOOD	COMBINATION	$5.00		$6.00	X		X			X	X		X	$15,000	48,000
	COMM./REGIONAL	SUPER STORE	$6.00	1.00%	$6.00	X					X	X		X	$5,950	46,200
		COMBINATION	$4.93	0.04%	$5.03	X					X	X			$14,785	40,861
	NEIGHBORHOOD	SUPER STORE	$6.80	1.00%	$6.80					X	X	X	X			40,000
	NEIGHBORHOOD	SUPER STORE	$4.70	1.66%	$4.75	X					X	X		X	$3,027	30,269
	COMM./REGIONAL	CONVENTIONAL	$5.60	0.50%						X	X			X		29,900
		CONVENTIONAL	$4.70	0.08%	$4.93	X					X	X			$9,964	25,766
	COMM./REGIONAL	CONVENTIONAL	$2.70	1.37%	$5.10	X					X			X	$2,600	24,000
	NEIGHBORHOOD	CONVENTIONAL	$4.81	0.50%	$6.00									X	$3,000	22,000
	NEIGHBORHOOD	CONVENTIONAL	$2.56	1.00%	$2.65			X			X			X	$2,200	21,920
	NEIGHBORHOOD	CONVENTIONAL	$1.85		$3.50			X			X			X	$2,170	21,702
	FREE STANDING	CONVENTIONAL	$3.60	1.00%	$5.00										$0	19,000
	NEIGHBORHOOD	CONVENTIONAL	$3.75	1.00%	$3.75	X		X	X		X			X	$1,869	18,692
	NEIGHBORHOOD	CONVENTIONAL	$4.50	1.00%	$4.50										$8,500	18,000
	FREE STANDING	CONVENTIONAL	$5.00	1.25%	$7.89										$4,200	17,000
	NEIGHBORHOOD	CONVENTIONAL	$2.25	1.25%	$4.58						X			X	$800	15,900
	COMM./REGIONAL	CONVENTIONAL	$3.50	1.00%		X	X	X	X	X	X	X				15,000
	FREE STANDING	CONVENTIONAL	$6.23	0.00%	$7.35										$0	15,000
	FREE STANDING		$6.50	0.00%	$0.00	X		X	X	X	X				$0	14,000
	FREE STANDING		$4.00	0.00%	$0.00	X		X	X	X					$0	14,000
	NEIGHBORHOOD	CONVENTIONAL	$6.31	2.00%	$6.71						X			X		14,000
	BUSINESS DIST.	CONVENTIONAL	$3.25	0.00%	$3.25										$36,000	11,000
	FREE STANDING		$4.45	0.00%	$0.00			X	X	X					$0	10,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00		$4.00	X		X	X		X					10,000
	FREE STANDING	CONVENTIONAL	$4.00	1.46%		X		X			X					8,000
	FREE STANDING	CONVENTIONAL	$3.05	4.60%	$4.15											5,500
	FREE STANDING		$1.38	1.00%							X					
	FREE STANDING		$3.24	1.25%							X					
	FREE STANDING			0.00%							X	X				
AVERAGE			$4.39	0.93%	$4.66										$8,003	23,590
W S CENTRAL	COMM./REGIONAL	COMBINATION	$7.33	0.50%	$7.33										$28,000	58,600
	FREE STANDING		$6.47	1.00%							X					58,124
	FREE STANDING	SUPER STORE	$5.10	0.00%	$5.10	X				X	X					36,000
	FREE STANDING	CONVENTIONAL	$6.18	0.00%	$6.18										$26,200	33,400
	NEIGHBORHOOD	CONVENTIONAL	$2.39	1.00%	$6.09			X		X	X					27,000
	NEIGHBORHOOD	CONVENTIONAL	$4.94	1.25%	$5.21										$26,000	23,900
	FREE STANDING	CONVENTIONAL	$5.50	1.50%		X						X			$3,000	23,500
	NEIGHBORHOOD	CONVENTIONAL	$2.71	1.00%	$3.58										$21,000	23,000
	NEIGHBORHOOD	CONVENTIONAL	$3.06	0.00%	$3.06											21,800
	FREE STANDING	CONVENTIONAL	$4.21	0.00%	$4.21											19,500
	NEIGHBORHOOD	CONVENTIONAL		1.50%		X	X				X		X		$0	16,000
	FREE STANDING	CONVENTIONAL	$3.47	1.00%	$3.50	X					X				$0	14,400
	FREE STANDING	CONVENTIONAL	$2.45	1.00%	$2.75	X					X				$0	14,300
	COMM./REGIONAL	CONVENTIONAL	$2.10	0.00%	$2.10	X		X			X				$0	11,000
		SUPER STORE	$7.05	1.50%	$7.05	X		X	X		X				$15,266	
AVERAGE			$4.50	0.75%	$4.68										$11,947	27,180

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	V	V		
MOUNTAIN	NEIGHBORHOOD	SUPER STORE	$4.55	1.25%				X			X	X		X	$6,000	51,000
	NEIGHBORHOOD	SUPER STORE	$4.78	1.50%	$4.78	X					X	X		X		45,000
	NEIGHBORHOOD	SUPER STORE	$3.26	1.25%		X		X			X	X		X	$15,000	43,000
	FREE STANDING	SUPER STORE	$12.36													42,000
	FREE STANDING	SUPER STORE	$7.60	2.00%	$7.60										$5,400	39,000
	NEIGHBORHOOD	SUPER STORE	$4.50	1.50%		X		X			X	X		X	$4,000	38,000
	NEIGHBORHOOD	SUPER STORE	$6.70	1.50%	$6.70	X		X	X	X	X			X		32,000
	NEIGHBORHOOD	CONVENTIONAL	$8.17	0.00%	$8.41										$6,800	31,000
	FREE STANDING	SUPER STORE	$2.45	1.00%				X			X	X		X	$4,000	30,000
	FREE STANDING	CONVENTIONAL	$13.33	0.00%	$13.33	X									$0	22,000
	NEIGHBORHOOD	CONVENTIONAL	$2.38	1.00%	$2.65						X	X			$4,500	20,000
	FREE STANDING	CONVENTIONAL	$12.00	0.10%	$15.00		X								$22,000	6,000
AVERAGE			$6.84	1.00%	$8.35										$7,522	33,250
PACIFIC	NEIGHBORHOOD	SUPER STORE	$14.83	1.00%	$14.83						X		X		$176,400	103,100
	NEIGHBORHOOD	SUPER STORE	$11.50	1.00%	$11.50						X		X		$71,198	89,600
	COMM./REGIONAL	SUPER STORE	$7.75	1.25%	$8.53						X	X	X	X	$64,370	67,700
	NEIGHBORHOOD	SUPER STORE	$4.18								X	X				63,771
	NEIGHBORHOOD	SUPER STORE	$0.85	1.50%	$0.88	X					X		X		$47,000	51,000
	NEIGHBORHOOD	SUPER STORE	$0.60	1.25%	$0.69	X					X		X		$36,000	50,000
	NEIGHBORHOOD	WAREHOUSE	$7.50	0.00%	$7.50	X				X	X					49,950
	NEIGHBORHOOD	WAREHOUSE	$8.82	0.00%	$8.82	X				X	X					49,950
	NEIGHBORHOOD	WAREHOUSE	$7.33	1.00%	$7.33	X				X	X					49,950
	NEIGHBORHOOD	SUPER STORE	$5.19	0.00%	$5.19						X	X		X	$36,924	48,000
	NEIGHBORHOOD	SUPER STORE	$7.61	1.50%	$7.61						X		X		$55,000	46,007
	NEIGHBORHOOD	SUPER STORE	$0.70	1.50%	$0.70	X					X		X		$47,000	45,540
	NEIGHBORHOOD	SUPER STORE	$0.70	1.50%	$0.70	X					X		X		$58,000	45,540
	NEIGHBORHOOD	SUPER STORE	$0.28	0.00%	$0.28	X										45,000
	NEIGHBORHOOD	SUPER STORE	$0.30	0.00%	$0.30	X									$11,000	45,000
	NEIGHBORHOOD	SUPER STORE	$8.61	0.11%							X	X				45,000
	NEIGHBORHOOD	SUPER STORE	$6.89	1.25%	$6.89						X		X		$27,500	44,150
	FREE STANDING	SUPER STORE		1.25%	$5.80	X					X	X			$6,299	43,000
	NEIGHBORHOOD	SUPER STORE	$0.86	1.50%	$0.86	X					X		X		$39,000	43,000
	NEIGHBORHOOD	SUPER STORE	$0.67	1.25%	$0.67	X					X		X		$29,000	43,000
	COMM./REGIONAL	SUPER STORE	$7.27	1.25%	$7.27										$38,000	43,000
	NEIGHBORHOOD	SUPER STORE	$0.85	1.00%	$2.49						X		X		$7,000	42,484
	NEIGHBORHOOD	SUPER STORE	$3.96	0.80%	$4.04						X		X		$20,000	42,270
	COMM./REGIONAL	SUPER STORE	$7.15	1.50%	$7.15						X	X		X	$27,636	42,000
	NEIGHBORHOOD	SUPER STORE	$7.21	0.00%	$8.50										$13,000	41,900
	FREE STANDING	WAREHOUSE	$7.31	0.00%	$7.31	X				X	X					40,875
	NEIGHBORHOOD	SUPER STORE	$6.70	1.25%	$7.25						X					40,660
	NEIGHBORHOOD	WAREHOUSE	$7.56	0.00%	$7.56	X				X	X					40,650
	NEIGHBORHOOD	SUPER STORE	$6.48	1.50%	$7.50						X					40,422
	FREE STANDING	WAREHOUSE	$7.68	1.00%	$7.68	X				X	X					40,320
	NEIGHBORHOOD	SUPER STORE	$6.97	1.50%	$7.90						X					40,136
	NEIGHBORHOOD	SUPER STORE	$6.24	1.25%	$6.57						X	X				40,000
	NEIGHBORHOOD	SUPER STORE	$0.45	1.50%	$0.32	X							X		$24,000	40,000
	NEIGHBORHOOD	WAREHOUSE	$7.50	0.00%	$7.50	X				X	X					40,000
	FREE STANDING	SUPER STORE	$12.00	2.50%	$12.00											40,000

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	V	V		
	NEIGHBORHOOD	SUPER STORE	$0.50	0.00%	$0.20	X										38,345
	NEIGHBORHOOD	SUPER STORE	$6.96	1.50%	$7.46						X					38,128
	NEIGHBORHOOD	SUPER STORE	$3.07	1.00%	$3.14						X		X		$56,000	37,828
	NEIGHBORHOOD	SUPER STORE	$4.40	1.50%	$5.86						X		X		$35,000	37,513
	NEIGHBORHOOD	SUPER STORE	$4.03	1.25%	$4.26						X		X		$5,000	37,455
	NEIGHBORHOOD	SUPER STORE	$0.75	0.00%	$1.00		X	X	X	X					$5,000	37,000
	NEIGHBORHOOD	SUPER STORE	$1.82	1.50%	$4.69						X		X		$23,000	35,294
	FREE STANDING	SUPER STORE	$7.00	2.25%	$9.00	X					X	X				35,000
	NEIGHBORHOOD	SUPER STORE	$4.52	1.00%	$4.52						X		X		$45,000	33,292
	NEIGHBORHOOD	SUPER STORE	$3.99	1.23%	$3.99						X		X		$30,500	33,292
	NEIGHBORHOOD	SUPER STORE	$10.45								X	X				33,000
	NEIGHBORHOOD	SUPER STORE	$2.65	0.26%							X	X				33,000
	NEIGHBORHOOD	SUPER STORE	$2.47	1.14%	$11.22						X		X		$58,000	30,360
	FREE STANDING	CONVENTIONAL	$0.33	2.00%	$0.33											30,000
	NEIGHBORHOOD	SUPER STORE	$0.20	0.00%	$0.20	X										29,630
	FREE STANDING	CONVENTIONAL	$12.00	2.50%	$12.00											29,000
	FREE STANDING	WAREHOUSE	$4.25	1.25%												28,000
	COMM./REGIONAL	WAREHOUSE	$2.36	0.00%	$2.36						X	X		X	$0	28,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	28,000
	NEIGHBORHOOD	SUPER STORE	$0.50	0.00%	$0.50	X										27,000
	NEIGHBORHOOD	SUPER STORE	$0.55	0.00%	$0.55	X										26,000
	NEIGHBORHOOD	CONVENTIONAL		1.38%	$5.04	X					X	X			$15,820	25,000
	FREE STANDING	CONVENTIONAL	$8.00	2.25%	$11.90	X					X	X				25,000
	FREE STANDING	CONVENTIONAL	$6.00	1.50%	$7.50	X					X	X				25,000
	NEIGHBORHOOD	CONVENTIONAL	$0.33	2.00%							X	X				24,700
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	24,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	24,000
	NEIGHBORHOOD	CONVENTIONAL		1.50%	$5.63	X		X	X		X	X			$50,804	23,500
	NEIGHBORHOOD	CONVENTIONAL		1.38%	$3.19	X									$17,000	23,300
	NEIGHBORHOOD	CONVENTIONAL	$0.70	3.50%							X					23,000
	NEIGHBORHOOD	CONVENTIONAL	$4.50	1.50%	$11.41						X		X		$24,000	23,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	23,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	23,000
	NEIGHBORHOOD	CONVENTIONAL	$5.25	1.50%				X		X	X	X				22,000
	NEIGHBORHOOD	WAREHOUSE	$4.50	1.50%							X	X				22,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	22,000
	NEIGHBORHOOD	CONVENTIONAL	$0.65	2.50%							X	X				21,600
	NEIGHBORHOOD	CONVENTIONAL	$2.14	0.25%	$5.71			X	X		X			X	$6,000	21,000
	NEIGHBORHOOD	CONVENTIONAL	$5.15	1.50%							X	X			$25,000	19,800
	FREE STANDING	CONVENTIONAL	$0.25	0.00%												18,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	18,000
	NEIGHBORHOOD	CONVENTIONAL	$0.50	1.00%	$0.60										$5,000	18,000
		COMBINATION	$1.50	5.00%	$1.50	X						X				16,000
	NEIGHBORHOOD	WAREHOUSE		1.50%												15,000
	NEIGHBORHOOD	CONVENTIONAL	$4.25	1.50%							X	X				15,000
	FREE STANDING	CONVENTIONAL	$8.00	1.75%	$10.00										$0	13,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%				X		X	X	X				12,500
	FREE STANDING	CONVENTIONAL	$0.65	2.60%							X					12,300
	FREE STANDING	CONVENTIONAL	$0.48	3.50%							X					12,000
	NEIGHBORHOOD	CONVENTIONAL	$7.17	1.50%	$9.50						X				$16,000	12,000
	BUSINESS DIST.	WAREHOUSE	$0.83	0.00%	$0.83			X	X	X		X			$5,000	11,500

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
	BUSINESS DIST.	CONVENTIONAL	$0.70	3.50%	$0.85			X	X	X					$7,500	11,500
	NEIGHBORHOOD	CONVENTIONAL	$3.70	1.50%	$5.75	X	X				X					11,000
	NEIGHBORHOOD	CONVENTIONAL	$11.00	0.00%	$13.00	X		X			X	X			$0	10,000
	FREE STANDING	CONVENTIONAL	$8.34	0.00%	$9.50										$0	9,000
	FREE STANDING	CONVENTIONAL	$4.39	0.00%	$6.00										$0	9,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$5.00										$0	8,000
	NEIGHBORHOOD	CONVENTIONAL	$1.25	3.00%							X	X				7,550
	NEIGHBORHOOD	CONVENTIONAL	$6.72	2.00%	$7.02			X			X				$3,000	5,700
	FREE STANDING	CONVENTIONAL	$1.00		$1.00											5,000
	FREE STANDING	CONVENTIONAL	$13.34	0.00%	$13.00										$0	3,000
	FREE STANDING	CONVENTIONAL	$0.30	0.00%	$0.30											2,300
AVERAGE			$4.19	1.16%	$5.06										$24,565	31,323
CANADIAN STORES																
ATLANTIC	NEIGHBORHOOD	CONVENTIONAL	$2.80		$2.80	X	X				X	X		X	$76,738	34,328
	COMM./REGIONAL	CONVENTIONAL	$5.99		$5.99	X					X	X			$61,920	32,900
	NEIGHBORHOOD	CONVENTIONAL	$6.19		$6.19	X					X	X			$20,640	30,800
	COMM./REGIONAL	CONVENTIONAL	$5.79		$5.79	X					X	X				30,500
	COMM./REGIONAL	CONVENTIONAL	$6.73		$6.73	X					X	X			$56,760	30,300
	COMM./REGIONAL	CONVENTIONAL	$2.15	1.50%	$2.15	X	X				X	X	X	X	$58,910	29,605
	COMM./REGIONAL	CONVENTIONAL	$5.65		$5.65	X					X	X			$58,480	28,300
	COMM./REGIONAL	CONVENTIONAL	$1.77	1.50%	$4.13	X					X	X			$43,860	24,000
	COMM./REGIONAL	CONVENTIONAL	$5.59		$5.59	X					X	X			$46,440	24,000
	COMM./REGIONAL	CONVENTIONAL	$3.04		$3.04	X					X	X			$42,140	23,900
	COMM./REGIONAL	CONVENTIONAL	$4.05		$4.13	X					X	X			$0	22,553
	NEIGHBORHOOD	CONVENTIONAL	$3.01		$3.01	X					X	X			$18,920	21,000
	NEIGHBORHOOD	CONVENTIONAL	$0.61		$0.61	X					X	X				20,300
	NEIGHBORHOOD	CONVENTIONAL	$12.47		$12.47	X					X	X			$0	19,616
	FREE STANDING	CONVENTIONAL	$1.47		$1.47	X					X	X				19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.37	1.50%	$3.44	X					X	X			$13,760	16,500
	COMM./REGIONAL	CONVENTIONAL	$2.98		$3.16	X					X	X			$21,500	16,000
	NEIGHBORHOOD	CONVENTIONAL	$3.35		$3.35	X	X				X	X		X	$3,823	9,422
AVERAGE			$4.22	1.50%	$4.43										$34,926	24,057
WEST	NEIGHBORHOOD	CONVENTIONAL	$5.32						X		X	X	X	X	$21,328	28,000
	NEIGHBORHOOD	CONVENTIONAL	$11.73								X	X		X	$23,908	25,330
	NEIGHBORHOOD	CONVENTIONAL	$8.25			X						X			$0	25,000
	NEIGHBORHOOD	CONVENTIONAL	$9.86								X				$0	22,474
	COMM./REGIONAL	CONVENTIONAL	$15.02								X	X		X	$35,819	20,300
	NEIGHBORHOOD	CONVENTIONAL	$10.60								X			X	$62,949	18,400
	NEIGHBORHOOD	CONVENTIONAL	$4.73		$4.73	X	X				X	X		X	$56,614	16,751
	FREE STANDING	SUPER STORE	$6.88	1.75%		X						X		X		16,460
	FREE STANDING	SUPER STORE	$7.65	1.75%		X						X		X		16,400
	NEIGHBORHOOD	CONVENTIONAL	$9.29								X	X		X	$25,800	15,000
	NEIGHBORHOOD	CONVENTIONAL	$1.07	1.70%	$5.11	X	X				X	X		X	$13,330	7,500
AVERAGE			$8.22	1.73%	$4.92										$26,639	19,238

TABLE 33

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	V	V		
ONTARIO	NEIGHBORHOOD	SUPER STORE	$8.55		$8.55	X	X				X	X	X		$153,080	38,152
	NEIGHBORHOOD	SUPER STORE	$10.32		$10.32	X	X				X	X	X		$135,020	38,000
	NEIGHBORHOOD	SUPER STORE	$6.88		$6.88	X	X				X	X	X		$186,534	34,542
	NEIGHBORHOOD	SUPER STORE	$5.23		$5.23	X	X				X	X	X		$113,520	31,695
	NEIGHBORHOOD	SUPER STORE	$2.93	1.20%	$3.19	X	X				X	X	X		$119,540	31,380
	NEIGHBORHOOD	SUPER STORE	$0.56		$0.56	X	X				X	X	X		$79,120	31,000
	NEIGHBORHOOD	SUPER STORE	$3.86		$3.86	X	X				X	X	X		$262,300	30,586
	NEIGHBORHOOD	CONVENTIONAL	$3.39	1.40%	$4.18	X	X				X	X	X		$84,280	24,924
	NEIGHBORHOOD	CONVENTIONAL	$1.92		$1.92	X	X				X	X	X		$99,760	23,440
	NEIGHBORHOOD	CONVENTIONAL	$5.33	1.50%	$5.33	X					X	X	X		$12,900	20,000
	NEIGHBORHOOD	CONVENTIONAL	$1.69	1.00%	$2.62	X	X				X	X	X		$86,000	19,920
	NEIGHBORHOOD	CONVENTIONAL	$5.29	1.50%	$5.29	X					X	X	X		$12,900	18,000
	NEIGHBORHOOD	CONVENTIONAL	$7.96	1.50%	$7.96	X					X	X	X		$9,460	12,500
	NEIGHBORHOOD	CONVENTIONAL	$7.74	1.50%	$10.32	X					X	X	X		$10,320	12,000
	NEIGHBORHOOD	CONVENTIONAL	$6.02	1.50%	$6.45	X					X	X	X		$7,740	11,700
	NEIGHBORHOOD	CONVENTIONAL	$4.99	1.50%	$4.99	X					X	X	X		$10,320	11,000
	NEIGHBORHOOD	CONVENTIONAL	$5.59	1.50%	$5.59	X					X	X	X		$8,600	10,500
	NEIGHBORHOOD	CONVENTIONAL	$6.45	1.50%	$6.45	X					X	X			$5,160	8,400
	NEIGHBORHOOD	CONVENTIONAL	$6.88	1.50%	$6.88	X					X	X	X		$6,880	8,000
	NEIGHBORHOOD	CONVENTIONAL	$7.31	1.50%	$7.31	X					X	X			$3,440	6,500
	NEIGHBORHOOD	CONVENTIONAL	$8.60		$8.60	X	X				X	X	X		$15,007	2,800
AVERAGE			$5.59	1.43%	$5.83										$67,709	20,240
QUEBEC	NEIGHBORHOOD	SUPER STORE	$6.50	1.00%	$6.50	X					X				$120,400	52,664
	COMM./REGIONAL	SUPER STORE	$9.89	0.00%	$9.89	X					X				$70,520	27,431
	NEIGHBORHOOD	SUPER STORE	$6.88	1.00%	$6.88	X					X				$62,780	26,767
	COMM./REGIONAL	CONVENTIONAL	$4.32	1.50%	$4.32	X					X				$25,800	22,820
	NEIGHBORHOOD	CONVENTIONAL	$4.93	1.50%	$4.93	X					X				$30,960	20,770
	NEIGHBORHOOD	CONVENTIONAL	$4.37		$4.37	X	X				X	X	X		$95,460	20,000
	NEIGHBORHOOD	CONVENTIONAL	$9.46	0.00%	$9.46	X					X				$43,000	16,000
	FREE STANDING	CONVENTIONAL	$6.45	1.50%	$6.45	X					X				$19,780	13,750
	NEIGHBORHOOD	CONVENTIONAL	$5.59	1.90%	$9.04	X	X				X	X	X		$122,722	11,621
	NEIGHBORHOOD	CONVENTIONAL	$5.16		$5.16	X	X				X	X	X		$28,466	1,300
AVERAGE			$6.35	1.05%	$6.70										$61,989	21,312
AVERAGE FOR ALL REGIONS			$4.50	0.82%	$5.05										$25,929	26,250

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1991

METHODOLOGY

The data in *Facts* are derived from FMI's annual studies of the food distribution industry. A postcard survey was sent to all FMI members and selected nonmembers to determine the extent of store development throughout the year. Approximately 600 companies representing over 15,000 stores responded for 1990. This was followed by a larger questionnaire on store development, to which 239 companies responded, representing approximately 10,300 stores.

Unless otherwise noted, all the data in *Facts* are medians. The median figure represents the midpoint for a particular measure, with one-half the figures above it and one-half below it. In calculating the median, the individual data are weighted by number of stores responding where applicable. The median is a good indicator of "typical" performance since it is not distorted by a few unusually high or low values that may exist in a sample due to special circumstances. In analyzing the data and comparing it with individual company performance, it is important to consider the "middle range." This represents the middle 50 percent of the responses.

The sample in the annual survey varies somewhat from year to year, so direct comparability is not entirely possible. Some of the year-to-year changes in the *Facts* figures may partially reflect a change in companies responding to the survey. However, we believe that the conclusions drawn form the annual *Facts* surveys represent an accurate picture of the general trends in supermarket development.

FACTS ABOUT STORE DEVELOPMENT, 1991

Dear Supermarket Operator:

As part of FMI's assessment of the industry's store development activity in 1990, we ask you to take a moment to answer the questions below. Please refold the card with the postpaid side out and return it to FMI.

We look forward to hearing from you. Thank you for your assistance.

Sincerely,

Michael McCarthy

Michael McCarthy

NUMBER OF SUPERMARKETS

1. HOW MANY SUPERMARKETS WILL YOUR COMPANY HAVE IN OPERATION AS OF DECEMBER 31,1990?
(A supermarket is a food store with annual sales of at least $2 million) _____

2. OF THOSE SUPERMARKETS IN QUESTION 1, HOW MANY WILL YOUR COMPANY OPERATE:

- That were acquired from another company in 1990? _____
- That were newly constructed in 1990? _____
- Underwent a major remodeling (a remodeling that cost at least $50,000 in 1990)? _____

3. HOW MANY SUPERMARKETS WILL YOUR COMPANY HAVE CLOSED IN 1990? _____

Name _____

Title _____

Telephone _____

THANK YOU

Please refold and staple this postcard with the FMI address facing out. Postage is prepaid.

FACTS ABOUT STORE DEVELOPMENT, 1991

This survey tracks changes and developments in new store construction, store remodelings as well as rent and leasing information for all stores. We ask that you answer as many questions as possible. All individual data are held in strictest confidence. If you have any questions, please contact Mike McCarthy in the FMI research department at 202-429-8277.

GENERAL INSTRUCTIONS

A. Please complete all sections of the survey that apply to your company. All data should be for the calendar year 1990.

B. A supermarket is defined as a retail food store with at least $2 million in annual sales.

I. GENERAL COMPANY INFORMATION

1. What will be your company's approximate annual food sales in 1990? (Please check the appropriate category)

❒ Under $10 million
❒ $10 million to $30 million
❒ $31 million to $100 million
❒ $101 million to $250 million
❒ $251 million to $500 million
❒ $501 million to $999 million
❒ $1 billion to $3 billion
❒ Over $3 billion

II. STORE REMODELINGS

2. How many stores underwent a major remodeling* in 1990? ___ ___ ___ stores

3. What was the schedule for your typical supermarket that underwent a major remodeling in 1990?

a. ___ ___ years from first opening to present remodeling

b. ___ ___ years from last major remodeling to present remodeling

4. What was the average total capital investment per supermarket for major remodeling (for total store area)

$ ___ ___ ___ ___ ___ ___
total investment

5. What was the average total capital investment per square foot for major remodeling?

$ ___ ___ ___ ___
per sq. ft.

* A MAJOR REMODELING IS ONE THAT COST AT LEAST $50,000

PLEASE FILL IN THE INFORMATION BELOW AND TURN THE PAGE TO COMPLETE THE REST OF THE SURVEY

NAME _____

TITLE _____

TELEPHONE _____

6. How many of your remodel added any of the following departments that were not in the store before? (If none, please put a "0")

	Number of Stores		Number of Stores
a. Pharmacy	___ ___ ___	f. Greeting cards	___ ___ ___
b. Service bakery/deli	___ ___ ___	g. Photo centers	___ ___ ___
c. Scratch/bake-off bakery	___ ___ ___	h. Service-seafood	___ ___ ___
d. Prepared foods	___ ___ ___	i. Floral/Plant shop	___ ___ ___
e. Expanded GM/HBC sections	___ ___ ___	j. Wine	___ ___ ___

PLEASE GO TO QUESTION 7, NEXT COLUMN

7. How many of your remodels involved adding additional square feet to the store?

___ ___ ___ remodels

8. What was the average number of square feet added to a store in your remodels?

___ ___,___ ___ ___ sq. ft.

PLEASE GO TO QUESTION 9, BELOW

III. GENERAL STORE INFORMATION

9. Please complete the following table for each type of supermarket your company had in operation as of December 31, 1990 (A supermarket is a food store with annual sales of at least two million dollars):

TYPE OF STORE (see definitions to the right)	Number of Supermarkets in Operation on December 31, 1990	Average Number of Years Since Supermarkets Last Major Remodel	Number of Supermarkets Newly Constructed in 1990	Number of Supermarkets Closed in 1990	Number of Supermarkets Your Company Acquired in 1990
A. Conventional Supermarket	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
B. Super Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
C. Combination Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
D. Warehouse Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
E. Other	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
F. TOTAL SUPERMARKETS	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number

STORE TYPES

Even though your company's definitions of store type may differ from the definitions that follow, we ask that you use the formats as defined here. This will help keep the store type data consistent for industry wide information.

A = Conventional Supermarket: a supermarket with total store area of 30,000 square feet or less.

B = Superstore: a supermarket with more than 30,000 square feet in total area and offering expanded selection of non-foods. Extensive service departments are also offered.

C = Combination Store: same as a superstore but the **percentage of non-food is 25 percent or more** of the total.

D = Warehouse Store: a supermarket that uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service.

E = Other

IV. NEW STORE DEVELOPMENT

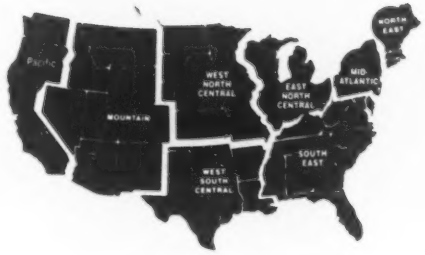
10. Following is a chart requesting information on stores that were newly constructed in 1990. If your firm has constructed a number of a similar format, enter this information in one column and indicate the number of stores described per column.

	Store/Prototype #01	Store/Prototype #02	Store/Prototype #03	Store/Prototype #04
Region where store(s) is located (One region per column)				
Number of new stores	___ ___ ___ supermarkets	___ ___ ___ supermarkets	___ ___ ___ supermarkets	___ ___ ___ supermarkets
Location of Store (please circle)	A B C D	A B C D	A B C D	A B C D
Type of Store (please circle)	A B C D E	A B C D E	A B C D E	A B C D E
Total square feet per store	___,___,___ sq. ft.	___,___,___ sq. ft.	___,___,___ sq. ft.	___,___,___ sq. ft.
Square feet of selling area (customer area) per store	___,___,___ sq. ft.	___,___,___ sq. ft.	___,___,___ sq. ft.	___,___,___ sq. ft.
CONSTRUCTION COSTS per sq. ft.:				
A. Equipment, fixture and decoration costs	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.
B. Building (give an estimate if exact costs are unknown; do not include the cost of the land or parking lot)	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.
TOTAL CONSTRUCTION COSTS (Sum of A and B)	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.	$ ___,___.___ per sq. ft.
Average Cost of Opening Inventory	$ _____	$ _____	$ _____	$ _____
Please indicate the number of stores of each prototype which contained the following departments/services				
a. Pharmacy	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
b. Service bakery/deli	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
c. Scratch/bake-off bakery	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
d. Prepared foods	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
e. Video rentals	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
f. Greeting cards	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
g. Photo centers	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
h. Service seafood	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
i. Floral/Plant shop	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
j. Wine	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___

REGION

Please use the following abbreviations to describe the regions in which your supermarkets are located.

NE = North East
SE = South East
MA = Mid-Atlantic
ENC = East North Central
WNC = West North Central
WSC = West South Central
M = Mountain
P = Pacific



LOCATION OF STORE

A = **Community or Regional Shopping Center:** a planned center dominated by one or more large department or discount stores

B = **Neighborhood Shopping Center:** a planned center with more than one store but dominated by the supermarket.

C = **Free Standing:** a store located by itself or in an unplanned shopping area.

D = **City Store:** a store located in a heavily populated urban area.

V. LEASING ARRANGEMENTS

11. This chart requests leasing information on all new and existing stores. Please list <u>one store per line</u>. If your company leases many stores, please give a representative sample of those stores. Note the instructions for geographic region, store type and store location on the previous pages. Please write in the appropriate letter for these categories. Instructions for rent, overages and services are to the right.

FACTUAL INFORMATION	Region	Location of Supermarket(s)	Type of Supermarket(s)	RENT — Please give the rent per square foot: Minimum Rent per square foot	Rent Overages as a percent of sales	Expected Total Rent per square foot including Overages, after five years	Annual Common Area Charges	SERVICES PROVIDED BY THE LANDLORD — Please check: Installation of heating/air conditioning system	Maintenance of heating/air conditioning system	Taxes	Increases in taxes	Insurance	Installation of customer parking	Sprinkler system	Security	Snow Removal	TOTAL SIZE OF STORE	Circle: New or Existing
01				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
02				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
03				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
04				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
05				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
06				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
07				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
08				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
09				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
10				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
11				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
12				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
13				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
14				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
15				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
16				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
17				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
18				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E

RENT, OVERAGES AND SERVICES

Minimum Rent: the minimum rent per square foot per year for the total store area.

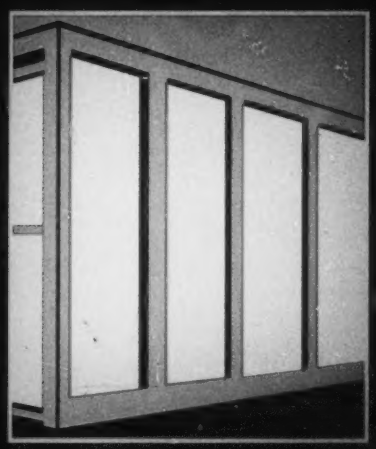
Overages: the rent overages charged as a percentage of sales.

Expected total rent: give your total rent per square foot including overages. If you are describing a new store please give an estimate of the expected rent after five years of operation.

Services provided by the landlord: place a check next to each of the services which are provided by the landlord.

Thank you for your time. Your participation and cooperation are greatly appreciated. A complimentary copy of the completed report will be sent to your attention.

Michael McCarthy
Research Department
Food Marketing Institute
1750 K Street, N.W.
Washington, DC 20006



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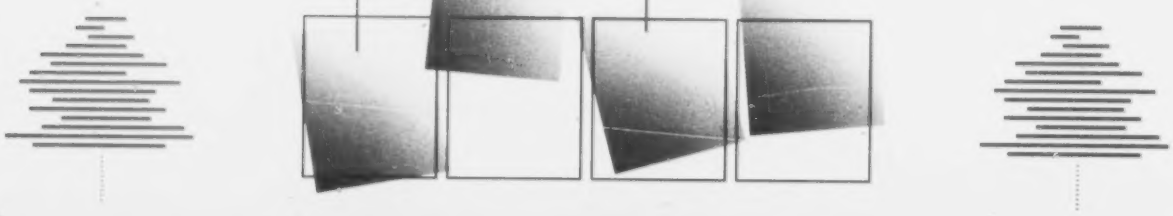

1992

FACTS

AT A GLANCE

FOOD MARKETING INSTITUTE

1992
FACTS
ABOUT STORE DEVELOPMENT

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The Food Marketing Institute (FMI) is a nonprofit association conducting programs in research, education and public affairs on behalf of its 1,500 members—food retailers and wholesalers and their customers in the United States and around the world. FMI's domestic member companies operate approximately 19,000 retail food stores with a combined annual sales volume of $180 billion—more than half of all grocery sales in the United States. FMI's retail membership is composed of large multi-store chains, small regional firms and independent supermarkets. Its international membership includes more than 250 members from over 60 countries.

TABLE OF CONTENTS

List of Graphs	iv
Executive Summary and Key Facts	1
Store Development Trends	2
Store Remodelings	4
New Store Development	6
Rent and Leasing Arrangements	10
Methodology	12
Detailed Results from *Facts* 1992	13
Sample Questionnaires	40

LIST OF GRAPHS

Page

Figure 1 Store Remodeling Costs, 1987-1991
Total Capital Investment 4

Figure 2 Store Remodeling Costs, 1987-1991
Cost Per Square Foot 4

Figure 3 Minimum Rent Per Square Foot 10

Figure 4 Averages as a Percentage of Sales 11

Figure 5 Expected Total Rent Per Square Foot 11

EXECUTIVE SUMMARY

The recession seems to have dampened supermarket expansion and remodeling. The proportion of stores constructed decreased from 4 percent in 1990 to 2.9 percent in 1991, and the proportion remodeled declined from 9.1 percent to 6.7 percent. Furthermore, with the exception of service bakery/deli and greeting cards, fewer stores added service departments in remodelings.

Since 1989, the percentage of stores closed has been below the percentage newly constructed. The pattern held in 1991, 2.6 percent closed to 2.9 percent newly constructed. The percentage closed was the lowest level since 1973 while new store construction was at its lowest level since FMI began tracking the figure in 1950.

The median store size increased by 11 percent to 42,000 square feet from 1990 to 1991, reaching the highest point in the past four years. The increase was brought about primarily by expansions among supermarkets under 30,000 square feet. Those stores at least 40,000 square feet held relatively steady with last year's sizes.

The median total capital investment per store remodeled increased from $320,000 in 1990 to $339,412 in 1991. However, the 1991 figure is still much lower than costs in the mid-1980s. Median store remodeling costs per square foot was $32—a 7 percent increase from the previous year and the highest in half a decade. The most popular departments added or expanded in store remodelings were service bakery/deli and GM/HBC.

The median total construction cost per square foot was $76, down by 6 percent from the year before. Similarly, the median cost per square foot for fixtures and decorations declined by 8 percent to $37. The median building cost per square foot, however, increased by 5 percent from $40 in 1990 to $42 in 1991.

Key Facts About Store Development, 1991

Percentage of Stores Newly Constructed	2.9%
Percentage of Stores Closed	2.6%
Percentage of Stores Remodeled	6.7%
Median New Store Size	42,000 sq. ft.
Median Building Cost per Square Foot for New Stores	$42
Median Cost per Square Foot for Fixtures and Decoration	$37
Median Total Construction Cost per Square Foot	$76
Median Total Capital Investment per Remodeling	$339,412
Average Total Rent per Square Foot for Existing Stores	$8
Average Total Rent per Square Foot for New Stores	$12

Source: Food Marketing Institute, Facts About Store Development, 1992

STORE DEVELOPMENT TRENDS

With the U.S. economy stalled in 1991, few companies found it an opportune time to pursue an expansionary strategy. This is reflected in the percentage of stores constructed and remodeled. New stores constructed declined from 4 percent of all stores in 1990 to 2.9 percent. Likewise, the proportion remodeled dropped by one-quarter to 6.7 percent. In addition, the percentage of stores newly constructed in 1991 reached its lowest point since FMI began tracking this figure in 1950. This low number is consistent with overall trends in the U.S. economy. In real dollars, fixed investment in structures declined from $180 billion in the third quarter of 1990 to $144.8 billion in the fourth quarter of 1991, according to the U.S. Department of Commerce.

Several challenges posed by economic conditions may have dampened the enthusiasm of supermarket companies for building new stores. First, 1991 was a difficult year in terms of sales growth, putting supermarket companies under heavy pressure to cut costs. The typical company experienced a 3.1 percent increase in sales compared with 1990, representing a 0.5 percent increase in real dollars according to FMI's Food Marketing Industry Speaks, 1992. Sales for identical stores—those stores open throughout both 1990 and 1991—fared even worse at 0.3 percent, representing a decline of 2.2 percent in real dollars. On a quarterly basis, sales increases over the same quarter in 1990 declined from 5.5 percent in the first quarter to 0.3 percent in the fourth quarter according to FMI's Operations Review. Average transaction size also declined throughout the year.

On the financial side, difficulties in the banking industry led to a credit crunch. The growth of commercial and industrial loans by banks slowed during 1990 and fell in 1991 according to the Federal Reserve. The 4.9 percent drop in 1991 was the first such decline since 1975.

Two trends have been emerging regarding the percentage of stores closed. First, more stores were closed than opened for the third straight year—clearly reversing the trend that prevailed through most of the 1980s. In 1991, 2.9 percent of stores were opened compared with 2.6 percent of stores closed. Second, the percentage of stores closed in 1991 has been the lowest since FMI began tracking the figure about 20 years ago. At 2.6 percent, it is about two-thirds less than that of 1988, when it reached a peak of 6.8 percent.

TABLE 1
STORES NEWLY CONSTRUCTED, CLOSED, REMODELED, 1982-1991

	NEWLY CONSTRUCTED (%)	CLOSED (%)	REMODELED (%)
1991	2.9	2.6	6.7
1990	4.0	3.3	9.1
1989	3.9	3.1	8.4
1988	4.2	6.8	8.6
1987	4.6	3.3	9.6
1986	3.9	4.6	9.5
1985	3.1	4.2	9.9
1984	4.1	6.9	4.3
1983	3.7	4.2	6.3
1982	4.5	5.8	7.7

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

The median store size, at 42,000 square feet, is the highest in the past four years and represents an 11 percent increase from 1990. The increase was mainly brought about by expansions among supermarkets under 30,000 square feet in which the median increased from 25,000 square feet in 1990 to 29,000 square feet in 1991.

Median selling space increased from 27,360 square feet in 1990 to 29,700 square feet in 1991. While the median selling space rose, it remained at about seven-tenths of the total store size due to the increase in median store size.

TABLE 2
MEDIAN NEW STORE SIZE (square feet), 1982-1991

1991	42,000
1990	38,000
1989	40,000
1988	40,800
1987	46,892
1986	43,830
1985	40,000
1984	39,800
1983	38,000
1982	36,400

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

STORE REMODELINGS

Cost and Timing

In 1991, the median total capital investment per store remodeled was $339,412, up by 6 percent from the previous year—but still significantly less than that of the late 1980s. While the investment has declined, the median cost per square foot for remodelings increased by 33 percent to $32 in the last five years.

The average number of years from the last remodeling to the present one decreased from 9 to 8 years, and the median time from the opening to the first remodeling fell from 12 years in 1990 to 10 years.

FIGURE 1

(Source: Food Marketing Institute, Facts About Store Development, 1992)

FIGURE 2

(Source: Food Marketing Institute, Facts About Store Development, 1992)

Service Departments

Service bakery/deli and GM/HBC sections were the most frequently added or expanded service departments among remodelings, followed by a floral/plant shop, service seafood and greeting cards. With the exception of bakery/deli and greetings cards, the percentage of stores that added these service departments dropped in 1991.

TABLE 3
SERVICE DEPARTMENTS ADDED IN REMODELINGS

	1991 (%)	1990 (%)
Service Bakery/Deli	13.2	11.5
Expanded GM/HBC Sections	13.1	23.7
Floral/Plant Shop	7.9	8.2
Service Seafood	6.9	13.6
Greeting Cards	6.3	5.4
Prepared Foods	4.8	15.1
Scratch/Bake-off Bakery	3.9	7.0
Pharmacy	3.2	3.8
Photo Centers	2.5	5.4
Wine	1.4	1.7

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

Additional Space

While fewer stores expanded in 1991, the median amount of space added was greater than in 1990. In 1991, 25 percent of all stores remodeled increased store space, representing a 10-point decline from the year before. However, the median additional space rose from 6,300 in 1990 to 8,050 in 1991.

NEW STORE DEVELOPMENT

Store Size

Conventional store size, with a median of 29,000 square feet in 1991, is one of the largest in the last 10 years. Combination stores, with a median of 48,887 square feet, is the smallest since 1982. Median super store size, which grew by more than 10,000 square feet from 1980 to 1986, has remained in the lower 40,000 range since then, registering 43,418 square feet in 1991.

TABLE 4
CONVENTIONAL STORE SIZE (SQUARE FEET), 1982-1991

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1991	29,000	25,000	29,000
1990	25,000	24,750	29,000
1989	25,000	25,000	29,000
1988	29,000	25,000	29,000
1987	26,600	21,000	28,000
1986	25,000	25,000	25,000
1985	25,800	23,500	29,450
1984	22,100	21,500	22,021
1983	22,000	20,000	24,300
1982	26,400	17,750	30,000

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

TABLE 5
COMBINATION STORE SIZE (SQUARE FEET), 1982-1991

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1991	48,887	45,000	62,942
1990	59,000	45,000	62,800
1989	58,432	51,613	72,400
1988	60,000	50,000	68,574
1987	52,430	53,430	52,430
1986	51,500	46,247	58,629
1985	58,225	42,982	61,000
1984	54,069	48,103	61,524
1983	49,457	44,800	50,250
1982	42,830	42,000	48,000

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

TABLE 6
SUPER STORE SIZE (SQUARE FEET), 1982-1991

	MEDIAN	MIDDLE RANGE	
		25th percentile	*75th percentile*
1991	43,418	36,623	44,295
1990	43,000	38,000	44,050
1989	43,202	40,903	47,025
1988	42,000	40,800	50,581
1987	40,000	40,000	45,000
1986	43,390	40,000	57,000
1985	39,716	36,000	42,858
1984	40,000	34,000	43,000
1983	38,000	34,850	42,800
1982	35,400	30,000	36,500

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

Service Departments Among new stores, the service department added most often was greeting cards. Bakery/deli was a distant second, although it is the service department that supermarkets offer more than any other, according to FMI's *Food Marketing Industry Speaks, 1992.* New super and combination stores tend to have more departments than new conventional ones, while combination stores have the most departments included in all categories.

TABLE 7
SERVICE DEPARTMENTS ADDED IN NEW STORES BY STORE TYPE

	All Stores (%)	Conven-tional (%)	Super Store (%)	Combi-nation (%)	Ware-house (%)
Total Stores	330	150	111	47	21
Greeting Cards	93.6	90.0	97.3	100.0	85.7
Service Bakery/Deli	79.7	68.7	95.5	100.0	28.6
Wine	78.8	83.3	73.0	100.0	33.3
Scratch/Bake-off Bakery	69.7	60.7	73.0	89.4	71.4
Prepared Foods	64.8	58.7	68.5	85.1	42.9
Floral/Plant Shop	52.1	7.3	96.4	100.0	28.6
Service Seafood	48.5	5.3	91.9	100.0	9.5
Video Rentals	37.6	7.3	60.4	76.6	42.9
Photo Centers	36.4	3.3	64.9	89.4	4.8
Pharmacy	33.3	1.3	56.8	89.4	9.5

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

Building Costs

In 1991, the median total construction cost per square foot totaled $76, decreasing 6 percent from 1990. Median building costs increased by 5 percent to $42 in 1991, while median costs for fixtures and decorations declined by 8 percent to $37. It would therefore cost approximately $3.2 million to build a new typical 42,000 square foot store at $76 per square foot.

TABLE 8
NEW STORE COSTS PER SQUARE FOOT, 1987-1991

	Median Total Cost per Sq. Ft.	Fixtures and Decorations	Building Costs
1991	$76.00	$37.00	$42.00
1990	$81.00	$40.00	$40.00
1989	$76.00	$37.00	$40.00
1988	$90.00	$39.00	$40.00
1987	$76.00	$35.00	$36.00

(SOURCE: Food Marketing Institute, Facts About Store Development, 1992)

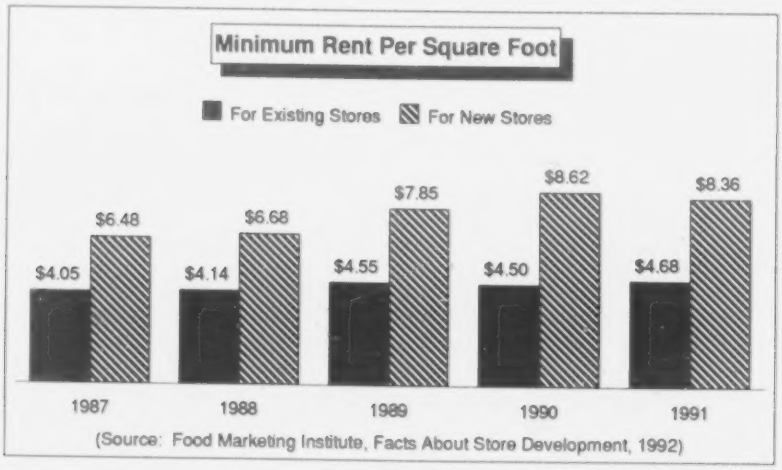
Opening Inventory Costs

Among the total sample, the median cost for opening inventory in 1991 was $796,000, representing an 11 percent increase from the previous year. The cost trend varied widely by format. Opening inventory costs declined 13 percent for both conventional and combination stores, the former to $299,787 and the latter to $886,000. That is not surprising since the combination store size dropped by about 10,000 square feet. Super store opening inventory costs increased 16 percent.

RENTAL AND LEASING ARRANGEMENTS

Minimum rent per square foot for existing stores has continued to climb since 1987. The minimum rent per square foot for existing stores rose by 4 percent last year to $4.68. Minimum rent for new stores steadily grew from 1987 to 1990, but decreased by 3 percent in 1991 to $8.36. Since 1987 the minimum rent for existing stores has declined from about two-thirds to half that of the minimum rent for new stores.

FIGURE 3

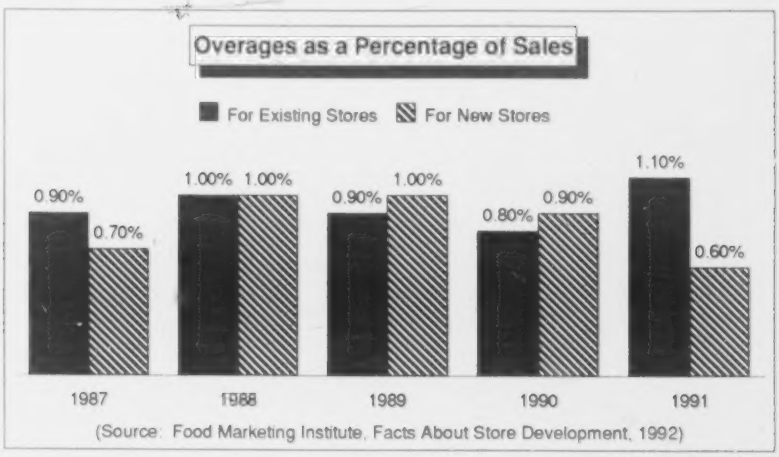


Overages as a percentage of sales averaged 0.3 points lower in 1991 for new stores than in 1990, whereas it increased by the same amount for existing stores. Moreover, new stores pay an average of 0.6 percent of sales compared with 1.1 percent for existing stores.

FIGURE 4

(Source: Food Marketing Institute, Facts About Store Development, 1992)

FIGURE 5



(Source: Food Marketing Institute, Facts About Store Development, 1992)

METHODOLOGY

The data in Facts are derived from FMI's annual studies of the food distribution industry. A postcard survey was sent to all FMI members and selected nonmembers to determine the extent of store development throughout the year.

Unless otherwise noted, all the data in *Facts* are medians. The median figure represents the midpoint for a particular measure, with one-half the figures above it and one-half below it. In calculating the median, the individual data are weighted by number of stores responding where applicable. The median is a good indicator of "typical" performance since it is not distorted by a few unusually high or low values that may exist in a sample due to special circumstances. In analyzing the data and comparing it with individual company performance, it is important to consider the "middle range." This represents the middle 50 percent of the responses.

The sample in the annual survey varies somewhat from year to year, so direct comparability is not entirely possible. Some of the year-to-year changes in the *Facts* figures may partially reflect a change in companies responding to the survey. However, FMI believes that the conclusions drawn from the annual *Facts* surveys represent an accurate picture of the general trends in supermarket development.

DETAILED RESULTS FROM FACTS ABOUT STORE DEVELOPMENT, 1992

List of Tables

Table		Page
9-1	Profile of Respondents—Number of Supermarkets Operated by Sales	15
9-2	Profile of Respondents—Number of Supermarkets Operated by Region	15
10	Average Number of Years Since Last Remodeling by Store Type	16
11	Percentage of Store Activity by Store Type	16
12	Median Number of Years from Opening to First Remodeling By Sales	17
13	Median Number of Years from Last Major Remodeling to Present Remodeling by Sales	17
14	Median Total Capital Investment per Major Remodeling by Sales	18
15	Median Store Remodeling Cost per Square Foot by Sales	18
16-1	Percentage of Stores Adding Service Departments in Remodelings by Sales	19
16-2	Percentage of Stores Adding Service Departments in Remodelings by Region	19
17-1	Percentage of Remodelings Which Added Store Space by Sales	20
17-2	Percentage of Remodelings Which Added Store Space by Region	20
18	Median Square Feet of Space Added to Remodeled Stores by Sales	21
19-1	Profile of New Store Construction by Store Type (Medians)	21
19-2	Profile of New Store Construction by Region (Medians)	22
20	Median Total Square Feet for New Stores	23
21	Median Square Feet of Selling Area for New Stores	24
22	Median Cost for Store Equipment, Fixtures and Decorations per Square Foot for New Stores	25
23	Median Building Cost per Square Foot for New Stores	26
24	Median Total Construction Cost per Square Foot for New Stores	27
25	Median Cost for Opening Inventory for New Stores	28
26-1	Percentage of Stores Adding Service Departments in New Stores by Store Type	29
26-2	Percentage of Stores Adding Service Departments in New Stores by Region	29
27-1	Average Rent for Existing Stores by Store Type	30

List of Tables Continued

Table		Page
27-2	Average Rent for Existing Stores by Region	30
28-1	Average Rent for New Stores by Store Type	31
28-2	Average Rent for New Stores by Region	31
29-1	Ownership/Lease Arrangements for New Stores	32
29-2	Ownership/Lease Arrangements for Existing Stores	34

TABLE 9-1
PROFILE OF RESPONDENTS -- NUMBER OF SUPERMARKETS OPERATED BY SALES

		ANNUAL SALES IN MILLIONS							
	ALL COMPANIES	UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL	105	21	17	10	7	6	9	16	13
1 STORE OPERATORS	37.1	90.5	64.7	30.0	-	-	-	-	-
2 - 10 STORE COMPANIES	12.4	9.5	35.3	40.0	14.3	-	-	-	-
11 - 49 STORE COMPANIES	12.4	-	-	30.0	57.1	66.7	11.1	6.3	-
50 + STORE COMPANIES	37.1	-	-	-	28.6	33.3	77.8	93.8	100.0
INDEPENDENTS (1 - 10 STORES)	49.5	100.0	100.0	70.0	14.3	-	-	-	-
CHAINS (11 + STORES)	49.5	-	-	30.0	85.7	100.0	88.9	100.0	100.0

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 9-2
PROFILE OF RESPONDENTS -- NUMBER OF SUPERMARKETS OPERATED BY REGION

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH CENTRAL	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	105	6	15	20	8	18	5	6	11	16
1 STORE OPERATORS	37.1	50.0	53.3	50.0	50.0	38.9	20.0	16.7	45.5	-
2 - 10 STORE COMPANIES	12.4	16.7	6.7	25.0	12.5	16.7	-	16.7	9.1	-
11 - 49 STORE COMPANIES	12.4	-	20.0	10.0	12.5	11.1	-	33.3	9.1	12.5
50 + STORE COMPANIES	37.1	33.3	20.0	15.0	25.0	33.3	80.0	33.3	36.4	81.3
INDEPENDENTS (1 - 10 STORES)	49.5	66.7	60.0	75.0	62.5	55.6	20.0	33.3	54.5	-
CHAINS (11 + STORES)	49.5	33.3	40.0	25.0	37.5	44.4	80.0	66.7	45.5	93.8

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 10
AVERAGE NUMBER OF YEARS SINCE LAST REMODELING BY STORE TYPE

	SUPERMARKETS IN OPERATION	AVERAGE NUMBER OF YEARS SINCE LAST MAJOR REMODELING
TOTAL	100.0	7.6
CONVENTIONAL STORES	61.4	7.7
SUPER STORES	25.0	7.3
COMBINATION STORES	10.0	9.7
WAREHOUSE STORES	3.1	4.7
OTHER	.5	2.9

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 11
PERCENTAGE OF STORE ACTIVITY BY STORE TYPE

	NEWLY CONSTRUCTED	CLOSED	ACQUIRED
TOTAL	466 100.0	397 100.0	398 100.0
CONVENTIONAL STORES	36.1	72.0	51.5
SUPER STORES	32.4	16.4	38.4
COMBINATION STORES	18.0	.5	5.3
WAREHOUSE STORES	18.9	4.3	4.3
OTHER	.9	-	.5

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 12
MEDIAN NUMBER OF YEARS FROM OPENING TO FIRST REMODELING BY SALES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	10.0	7.0	16.5	64
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	18.0	15.0	20.0	9
31 - 100 MILLION	9.0	6.0	10.0	5
101 - 250 MILLION	10.0	8.0	15.0	5
251 - 500 MILLION	10.0	5.0	17.0	5
501 - 999 MILLION	14.0	10.0	17.0	10
1 - 3 BILLION	8.0	7.0	15.0	15
OVER 3 BILLION	9.0	6.0	10.0	11

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 13
MEDIAN NUMBER OF YEARS FROM LAST MAJOR REMODELING TO PRESENT REMODELING BY SALES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	7.0	5.0	10.0	56
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	5.0	4.0	8.0	9
31 - 100 MILLION	8.0	7.0	8.5	4
101 - 250 MILLION				3
251 - 500 MILLION	10.0	10.0	10.0	5
501 - 999 MILLION	8.0	5.0	11.0	10
1 - 3 BILLION	5.0	5.0	7.0	13
OVER 3 BILLION	9.0	6.0	10.0	9

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 14
MEDIAN TOTAL CAPITAL INVESTMENT PER MAJOR REMODELING BY SALES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	339412	168000	388000	894
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	115000	80000	140000	4
10 - 30 MILLION	300000	175000	320000	9
31 - 100 MILLION	1200000	130000	2000000	7
101 - 250 MILLION	121800	62748	500000	12
251 - 500 MILLION	682080	466040	863267	12
501 - 999 MILLION	672000	600000	850000	61
1 - 3 BILLION	210000	150000	252000	219
OVER 3 BILLION	388000	168000	388000	567

NOTE: DATA WEIGHTED BY NUMBER OF STORES THAT UNDERWENT MAJOR REMODELING

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 15
MEDIAN STORE REMODELING COST PER SQUARE FOOT BY SALES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	32.00	16.02	54.22	56
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	51.67	16.66	66.66	6
31 - 100 MILLION	28.25	20.95	43.30	4
101 - 250 MILLION	37.50	32.20	56.40	4
251 - 500 MILLION	40.00	23.95	53.43	5
501 - 999 MILLION	40.00	29.00	46.20	9
1 - 3 BILLION	50.02	9.00	69.00	14
OVER 3 BILLION	21.18	15.10	40.00	10

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 16-1
PERCENTAGE OF STORES ADDING SERVICE DEPARTMENTS IN REMODELINGS BY SALES

	ALL STORES	ANNUAL SALES IN MILLIONS							
		UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL STORES	1026	4	9	7	12	12	61	219	699
SERVICE BAKERY/DELI	13.2	-	11.1	14.3	33.3	16.7	24.6	16.0	10.9
EXPANDED GM/HBC SECTIONS	13.1	25.0	44.4	-	33.3	58.3	44.3	13.7	8.6
FLORAL/PLANT SHOP	7.9	-	22.2	28.6	8.3	8.3	14.8	9.6	6.4
SERVICE-SEAFOOD	6.9	25.0	-	42.9	-	25.0	18.0	10.5	4.3
GREETING CARDS	6.3	-	-	-	-	-	13.1	11.4	4.4
PREPARED FOODS	4.8	25.0	11.1	14.3	25.0	25.0	26.2	7.8	.9
SCRATCH/BAKE-OFF BAKERY	3.9	-	-	-	-	16.7	18.0	4.1	2.6
PHARMACY	3.2	-	-	14.3	8.3	8.3	9.8	1.4	3.0
PHOTO CENTERS	2.5	-	-	-	-	8.3	1.6	.9	3.1
WINE	1.4	25.0	-	-	-	-	6.6	1.4	.7

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 16-2
PERCENTAGE OF STORES ADDING SERVICE DEPARTMENTS IN REMODELINGS BY REGION

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH CENTRAL	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	1026	19	84	115	19	146	206	41	132	264
SERVICE BAKERY/DELI	13.2	-	6.0	1.7	15.8	8.2	21.8	24.4	19.7	12.1
EXPANDED GM/HBC SECTIONS	13.1	-	7.1	2.6	10.5	29.5	3.4	36.6	10.6	16.7
FLORAL/PLANT SHOP	7.9	-	6.0	2.6	36.8	10.3	8.7	2.4	9.1	7.6
SERVICE-SEAFOOD	6.9	-	11.9	2.6	15.8	14.4	1.9	29.3	9.1	2.3
GREETING CARDS	6.3	-	-	.9	-	3.4	-	-	15.2	14.8
PREPARED FOODS	4.8	5.3	6.0	1.7	15.8	3.4	1.9	24.4	3.0	5.7
SCRATCH/BAKE-OFF BAKERY	3.9	-	2.4	.9	5.3	-	4.4	9.8	-	8.7
PHARMACY	3.2	-	3.6	.9	10.5	7.5	3.9	7.3	.8	1.5
PHOTO CENTERS	2.5	-	-	.9	-	5.5	2.4	19.5	1.5	.8
WINE	1.4	-	1.2	-	5.3	2.7	1.9	-	.8	1.1

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 17-1
PERCENTAGE OF REMODELINGS WHICH ADDED STORE SPACE BY SALES

		ANNUAL SALES IN MILLIONS							
	ALL STORES	UNDER $10	$10-$30	$31-$100	$101-$250	$251-$500	$501 - $1 BIL.	$1-$3 BIL.	OVER $3 BIL.
TOTAL STORES	1026	4	9	7	12	12	61	219	699
PERCENTAGE OF STORES WHICH HAVE ADDED SPACE TO THE STORE	24.9	-	66.7	71.4	91.7	75.0	26.2	22.4	22.6

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 17-2
PERCENTAGE OF REMODELINGS WHICH ADDED STORE SPACE BY REGION

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH CENTRAL	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	1026	19	84	115	19	146	206	41	132	264
PERCENTAGE OF STORES WHICH HAVE ADDED SPACE TO THE STORE	24.9	36.8	14.3	13.9	36.8	56.8	30.1	39.0	11.4	14.0

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 18
MEDIAN SQUARE FEET OF SPACE ADDED TO REMODELED STORES BY SALES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL COMPANIES	8050	4500	12000	50
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				0
10 - 30 MILLION	2100	1000	6000	6
31 - 100 MILLION	6000	5000	11000	5
101 - 250 MILLION	10000	4500	10000	5
251 - 500 MILLION	10357	8050	13307	4
501 - 999 MILLION	9000	5000	15000	6
1 - 3 BILLION	9818	4000	14000	13
OVER 3 BILLION	8534	6654	13000	10

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 19-1
PROFILE OF NEW STORE CONSTRUCTION BY STORE TYPE (MEDIANS)

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUNI. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	416	150	111	47	21	1	23	164	19	0
TYPICAL TOTAL SQUARE FEET	42000	29000	43418	48887	48200		53800	43418	40668	
TYPICAL SELLING AREA IN SQUARE FEET	29700	21200	30004	42242	45050		39000	31565	33500	
TYPICAL BUILDING COST PER SQUARE FOOT	42.00	50.40	41.66	37.00	30.50		37.75	45.00	33.60	
TYPICAL COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	37.00	50.40	35.46	41.92	30.00		34.00	37.50	32.28	
TYPICAL TOTAL CONSTRUCTION COST PER SQUARE FOOT	76.00	92.40	74.12	86.65	59.00		72.00	84.00	67.24	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 19-2
PROFILE OF NEW STORE CONSTRUCTION BY REGION (MEDIANS)

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH CENTRAL	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	416	5	16	13	9	180	11	11	47	48
TYPICAL TOTAL SQUARE FEET	42000	49200	42000	38000	46000	29000	62936	44124	44295	22000
TYPICAL SELLING AREA IN SQUARE FEET	29700	34100	38000	28640	36000	21200	44060	30004	32520	23904
TYPICAL BUILDING COST PER SQUARE FOOT	42.00	48.07	40.00	35.00	39.70	45.00	33.07	35.36	41.66	54.60
TYPICAL COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	37.00	38.55	37.00	35.00	32.32	38.10	42.50	31.30	31.57	46.20
TYPICAL TOTAL CONSTRUCTION COST PER SQUARE FOOT	76.00	87.84	77.00	70.00	71.98	83.00	71.32	66.66	73.23	98.28

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 20
MEDIAN TOTAL SQUARE FEET FOR NEW STORES

ALL STORES	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
COMPANY SALES (IN MILLIONS OF DOLLARS)	42000	29000	47000	411
UNDER 10 MILLION				0
10 - 30 MILLION				3
31 - 100 MILLION				3
101 - 250 MILLION	33000	33000	38000	5
251 - 500 MILLION	34000	31000	46000	5
OVER 500 MILLION	42000	29000	47000	395
GEOGRAPHIC REGION				
NEW ENGLAND	49200	42000	49200	5
MIDDLE ATLANTIC	42000	42000	43250	16
EAST NORTH CENTRAL	38000	38000	42000	13
WEST NORTH CENTRAL	46000	42000	67000	9
SOUTH CENTRAL	29000	29000	36000	180
WEST SOUTH CENTRAL	62936	42500	67206	11
MOUNTAIN	44124	44124	62831	11
PACIFIC	44295	43418	45000	47
CANADA	22000	17600	47659	48
SIZE OF STORE (IN SQUARE FEET)				
UNDER 20,000	17000	14000	17600	19
20,000 - 29,999	29000	25000	29000	105
30,000 - 39,999	36000	33000	36000	65
40,000 - 49,999	44295	42500	47000	149
50,000 - 59,999	53000	52337	54000	46
60,000 AND OVER	65796	62936	67206	27
TYPE OF STORE				
CONVENTIONAL	29000	25000	29000	147
SUPER STORE	43418	36623	44295	111
COMBINATION STORE	48887	45000	62942	47
WAREHOUSE	48200	40650	53000	20
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	53800	38100	54000	22
NEIGHBORHOOD	43418	36000	48887	164
FREE STANDING	40668	29000	43400	18
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 21
MEDIAN SQUARE FEET OF SELLING AREA FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	29700	21200	38000	331
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION				2
31 - 100 MILLION				1
101 - 250 MILLION	25000	23000	25000	5
251 - 500 MILLION	23000	23000	36000	5
OVER 500 MILLION	29700	21200	38000	313
GEOGRAPHIC REGION				
NEW ENGLAND	34100	34100	38000	5
MIDDLE ATLANTIC	38000	38000	38000	14
EAST NORTH CENTRAL	28640	27360	38000	12
WEST NORTH CENTRAL	36000	33500	51000	9
SOUTH CENTRAL	21200	21200	28566	137
WEST SOUTH CENTRAL	44060	32898	56301	11
MOUNTAIN	30004	30004	43982	11
PACIFIC	32520	29524	33524	47
CANADA	23904	13250	33361	42
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	21200	19000	21200	116
30,000-39,999	29133	25940	29700	40
40,000-49,999	32500	30000	33524	98
50,000 AND OVER	40650	39253	45050	72
TYPE OF STORE				
CONVENTIONAL	21200	19000	21200	142
SUPER STORE	30004	29524	33524	85
COMBINATION STORE	42242	39000	44060	29
WAREHOUSE	45050	32520	45050	21
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	39000	30000	40250	19
NEIGHBORHOOD	31565	27458	39124	116
FRFE STANDING	33500	23000	35000	19
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 22
MEDIAN COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	37.00	31.57	42.00	192
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION				3
31 - 100 MILLION				3
101 - 250 MILLION	29.40	21.00	35.00	5
251 - 500 MILLION	32.28	30.00	35.00	5
OVER 500 MILLION	37.01	31.57	42.00	172
GEOGRAPHIC REGION				
NEW ENGLAND	38.55	37.77	39.77	4
MIDDLE ATLANTIC	37.00	37.00	40.00	5
EAST NORTH CENTRAL	35.00	35.00	35.00	10
WEST NORTH CENTRAL	32.32	32.02	41.50	9
SOUTH CENTRAL	38.10	38.00	41.92	26
WEST SOUTH CENTRAL	42.50	26.59	53.58	11
MOUNTAIN	31.30	26.95	31.30	11
PACIFIC	31.57	30.00	37.01	47
CANADA	46.20	42.00	54.60	48
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	54.60	36.56	54.60	32
30,000-39,999	35.00	35.00	38.21	21
40,000-49,999	37.01	31.57	40.00	83
50,000 AND OVER	36.00	26.77	42.00	52
TYPE OF STORE				
CONVENTIONAL	50.40	33.00	54.60	37
SUPER STORE	35.46	31.57	38.55	86
COMBINATION STORE	41.92	26.95	44.35	29
WAREHOUSE	30.00	24.50	32.32	21
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	34.00	32.00	37.00	21
NEIGHBORHOOD	37.50	31.57	42.00	122
FREE STANDING	32.28	20.00	35.00	19
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 23
MEDIAN BUILDING COST PER SQUARE FOOT FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	42.00	35.00	50.00	190
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION				3
31 - 100 MILLION				2
101 - 250 MILLION				3
251 - 500 MILLION	38.00	32.00	39.70	5
OVER 500 MILLION	41.66	35.00	50.20	172
GEOGRAPHIC REGION				
NEW ENGLAND	48.07	40.50	53.13	4
MIDDLE ATLANTIC	40.00	39.00	40.00	5
EAST NORTH CENTRAL	35.00	35.00	40.00	10
WEST NORTH CENTRAL	39.70	34.00	46.00	9
SOUTH CENTRAL	45.00	44.65	47.00	25
WEST SOUTH CENTRAL	33.07	30.00	36.41	11
MOUNTAIN	35.36	32.76	35.36	11
PACIFIC	41.66	30.50	48.60	47
CANADA	54.60	50.40	58.80	46
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	54.60	42.00	60.48	31
30,000-39,999	35.00	32.00	40.00	19
40,000-49,999	41.66	35.36	47.00	83
50,000 AND OVER	39.00	32.91	51.50	52
TYPE OF STORE				
CONVENTIONAL	50.40	35.78	54.60	35
SUPER STORE	41.66	35.36	48.60	86
COMBINATION STORE	37.00	35.00	50.00	29
WAREHOUSE	30.50	29.00	34.00	21
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	37.75	37.00	40.00	18
NEIGHBORHOOD	45.00	36.41	50.40	122
FREE STANDING	33.60	32.00	39.00	19
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 24
MEDIAN TOTAL CONSTRUCTION COST PER SQUARE FOOT FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	76.00	68.00	91.92	190
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION				3
31 - 100 MILLION				3
101 - 250 MILLION				3
251 - 500 MILLION	71.98	62.00	73.00	5
OVER 500 MILLION	83.00	69.00	91.92	172
GEOGRAPHIC REGION				
NEW ENGLAND	87.84	79.50	91.68	4
MIDDLE ATLANTIC	77.00	77.00	78.50	5
EAST NORTH CENTRAL	70.00	70.00	75.00	10
WEST NORTH CENTRAL	71.98	66.02	86.30	9
SOUTH CENTRAL	83.00	70.21	91.35	26
WEST SOUTH CENTRAL	71.32	63.00	86.65	11
MOUNTAIN	66.66	59.71	66.66	11
PACIFIC	73.23	59.00	85.61	47
CANADA	98.28	92.40	109.20	46
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	109.20	77.40	118.44	32
30,000-39,999	70.00	65.46	75.00	19
40,000-49,999	76.00	71.00	85.61	83
50,000 AND OVER	81.00	63.00	91.92	52
TYPE OF STORE				
CONVENTIONAL	92.40	70.21	109.20	35
SUPER STORE	74.12	71.00	85.61	86
COMBINATION STORE	86.65	69.00	91.35	29
WAREHOUSE	59.00	55.00	66.02	21
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	72.00	69.00	78.50	19
NEIGHBORHOOD	84.00	71.00	91.92	122
FREE STANDING	67.24	52.00	73.00	19
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 25
MEDIAN COST FOR OPENING INVENTORY FOR NEW STORES

	MEDIAN	MIDDLE RANGE		NUMBER PARTICIPATING
ALL STORES	796000	570000	882000	156
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION				3
31 - 100 MILLION				3
101 - 250 MILLION				1
251 - 500 MILLION				3
OVER 500 MILLION	795900	590000	882000	143
GEOGRAPHIC REGION				
NEW ENGLAND	634300	519150	1017150	4
MIDDLE ATLANTIC	650000	500000	750000	4
EAST NORTH CENTRAL	570000	570000	570000	10
WEST NORTH CENTRAL	1000000	1000000	1000000	5
SOUTH CENTRAL	561000	539473	886000	26
WEST SOUTH CENTRAL	1085000	1085000	1470000	10
MOUNTAIN	840000	840000	840000	11
PACIFIC	840000	795900	875000	45
CANADA	630000	239400	882000	27
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	258300	239400	336000	18
30,000-39,999	539473	490917	570000	17
40,000-49,999	795900	700000	840000	75
50,000 AND OVER	886000	875000	1085000	43
TYPE OF STORE				
CONVENTIONAL	299787	239400	400000	24
SUPER STORE	795900	600000	861000	76
COMBINATION STORE	886000	788500	1085000	24
WAREHOUSE	875000	680000	875000	15
OTHER				1
LOCATION OF STORE				
COMMUNITY/REGIONAL	775000	460000	1000000	12
NEIGHBORHOOD	795900	570000	886000	102
FREE STANDING	650000	450000	700000	14
OTHER				0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 26-1
PERCENTAGE OF STORES ADDING SERVICE DEPARTMENTS IN NEW STORES BY STORE TYPE

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUNI. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL STORES	330	150	111	47	21	1	21	158	16	0
GREETING CARDS	93.6	90.0	97.3	100.0	85.7		90.5	91.8	93.8	
SERVICE BAKERY/DELI	79.7	68.7	95.5	100.0	28.6		76.2	89.2	87.5	
WINE	78.8	83.3	73.0	100.0	33.3		47.6	77.2	43.8	
SCRATCH/BAKE-OFF BAKERY	69.7	60.7	73.0	89.4	71.4		28.6	79.1	50.0	
PREPARED FOODS	64.8	58.7	68.5	85.1	42.9		76.2	74.1	50.0	
FLORAL/PLANT SHOP	52.1	7.3	96.4	100.0	28.6		71.4	81.6	87.5	
SERVICE SEAFOOD	48.5	5.3	91.9	100.0	9.5		57.1	79.7	56.3	
VIDEO RENTALS	37.6	7.3	60.4	76.6	42.9		76.2	54.4	56.3	
PHOTO CENTERS	36.4	3.3	64.9	89.4	4.8		38.1	60.8	31.3	
PHARMACY	33.3	1.3	56.8	89.4	9.5		23.8	56.3	43.8	

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 26-2
PERCENTAGE OF STORES ADDING SERVICE DEPARTMENTS IN NEW STORES BY REGION

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH CENTRAL	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	330	4	6	10	5	178	11	11	41	43
GREETING CARDS	93.6	100.0	50.0	100.0	100.0	100.0	100.0	100.0	100.0	58.1
SERVICE BAKERY/DELI	79.7	100.0	66.7	100.0	100.0	77.0	90.9	100.0	70.7	79.1
WINE	78.8	-	-	60.0	20.0	98.9	90.9	81.8	85.4	18.6
SCRATCH/BAKE-OFF BAKERY	69.7	100.0	16.7	30.0	80.0	73.0	100.0	100.0	90.2	48.8
PREPARED FOODS	64.8	50.0	66.7	100.0	80.0	73.6	72.7	-	41.5	53.5
FLORAL/PLANT SHOP	52.1	75.0	66.7	100.0	100.0	36.5	90.9	100.0	70.7	32.6
SERVICE SEAFOOD	48.5	100.0	66.7	90.0	20.0	36.5	90.9	100.0	68.3	32.6
VIDEO RENTALS	37.6	100.0	66.7	70.0	100.0	24.7	100.0	100.0	53.7	4.7
PHOTO CENTERS	36.4	75.0	66.7	40.0	20.0	30.3	90.9	100.0	43.9	20.9
PHARMACY	33.3	25.0	33.3	60.0	40.0	30.3	100.0	72.7	26.8	23.3

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 27-1
AVERAGE RENT FOR EXISTING STORES BY STORE TYPE

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUN. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	298	183	80	15	11	4	54	160	65	13
MINIMUM RENT	4.68	3.80	6.19	6.36	4.86	5.15	4.70	4.70	4.27	4.83
TOTAL	237	135	77	14	6	3	35	137	51	10
OVERAGES AS A PERCENT OF SALES	1.1	1.0	1.2	1.7	.7		1.1	1.0	1.0	1.1
TOTAL	253	160	62	14	8	5	52	135	48	13
EXPECTED TOTAL RENT	8.16	8.57	7.85	7.42	5.33	6.44	18.45	5.43	5.24	5.64

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 27-2
AVERAGE RENT FOR EXISTING STORES BY REGION

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	298	10	8	45	36	62	10	13	33	81
MINIMUM RENT	4.68	6.79	5.21	4.87	4.39	3.79	5.40	4.61	3.94	5.31
TOTAL	237	8	7	39	26	50	8	13	32	54
OVERAGES AS A PERCENT OF SALES	1.1	.2	1.0	.8	1.0	.9	.9	1.2	1.3	1.5
TOTAL	253	10	6	27	38	44	6	9	33	80
EXPECTED TOTAL RENT	8.16	8.03	5.97	5.33	5.09	4.32	6.84	7.37	4.84	14.41

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 28-1
AVERAGE RENT FOR NEW STORES BY STORE TYPE

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	WARE-HOUSE	OTHER	COMMUN. REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	60	15	31	6	8	0	17	32	7	3
MINIMUM RENT	8.36	6.92	9.12	7.81	8.41		7.59	8.98	7.69	
TOTAL	57	11	29	9	8	0	16	28	10	2
OVERAGES AS A PERCENT OF SALES	.6	.8	.7	.6	.3		.7	.8	.1	
TOTAL	56	14	30	5	7	0	15	30	7	3
EXPECTED TOTAL RENT	12.01	20.25	9.66	7.91	8.55		20.29	9.45	7.69	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 28-2
AVERAGE RENT FOR NEW STORES BY REGION

		GEOGRAPHIC REGION								
	TOTAL	NEW ENGLAND	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	60	2	5	6	2	8	7	3	12	15
MINIMUM RENT	8.36		8.33	6.43		8.25	7.20		8.34	8.74
TOTAL	57	2	5	5	2	6	11	3	11	12
OVERAGES AS A PERCENT OF SALES	.6		.6	.6		.7	.4		.7	1.0
TOTAL	56	2	5	5	2	7	6	2	12	15
EXPECTED TOTAL RENT	12.01		8.52	6.60		8.31	7.36		9.44	21.25

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 29-1
OWNERSHIP/LEASE ARRANGEMENTS FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
NEW ENGLAND	NEIGHBORHOOD	CONVENTIONAL	$9.00	0.00%	$9.00	X					X	X		X		25,653
	COMM./REGIONAL	SUPER STORE	$16.00	0.00%	$16.00	X	X				X	X	X	X		
AVERAGE			$12.50	0.00%	$12.50											25,653
MID-ATLANTIC	COMM./REGIONAL	SUPER STORE	$7.50	0.00%	$8.00						X	X	X			59,000
	NEIGHBORHOOD	SUPER STORE	$9.25	1.00%	$9.25	X		X		X	X	X	X	X		53,800
	COMM./REGIONAL	SUPER STORE	$9.50	1.00%	$9.50	X		X		X	X	X	X	X		53,800
	COMM./REGIONAL	SUPER STORE	$8.17	1.00%	$8.17	X		X		X	X	X	X	X		44,500
	COMM./REGIONAL	SUPER STORE	$7.25	0.00%	$7.70						X	X	X	X		38,100
AVERAGE			$8.33	0.60%	$8.52											49,840
E N CENTRAL	BUSINESS DIST.	SUPER STORE	$7.90	1.00%	$7.90	X				X	X	X	X	X		57,000
	COMM./REGIONAL	SUPER STORE	$6.00	0.00%	$6.00	X						X				45,000
	COMM./REGIONAL	SUPER STORE	$6.00	0.00%	$6.00	X						X				45,000
	COMM./REGIONAL	SUPER STORE	$6.75	1.00%	$6.75	X					X	X		X		36,000
	NEIGHBORHOOD	WAREHOUSE	$5.51	1.00%		X					X	X		X	$8,500	33,688
	COMM./REGIONAL	CONVENTIONAL	$5.50		$6.34	X	X				X	X		X		30,000
AVERAGE			$6.28	0.60%	$6.60										$8,500	41,115
W N CENTRAL	NEIGHBORHOOD	COMBINATION	$11.00	1.00%	$11.00						X			X	$29,200	73,000
	COMM./REGIONAL	COMBINATION	$7.50	1.00%	$8.00						X			X	$544,000	68,000
AVERAGE			$9.25	1.00%	$9.50										$286,600	70,500
SOUTHEAST	FREE STANDING	COMBINATION	$9.05	0.00%	$9.05			X								65,884
	FREE STANDING	SUPER STORE	$11.58	0.00%	$11.58			X								52,020
	NEIGHBORHOOD	SUPER STORE	$7.45		$7.55										$12,597	36,623
	NEIGHBORHOOD	SUPER STORE	$8.64		$8.72										$12,844	36,623
	NEIGHBORHOOD	CONVENTIONAL	$6.15	1.00%	$6.15	X					X	X			$11,000	36,500
	NEIGHBORHOOD	CONVENTIONAL	$8.60	1.00%	$8.60	X					X	X		X		31,780
	NEIGHBORHOOD	CONVENTIONAL	$6.25	1.00%	$6.50	X					X	X				31,000
	COMM./REGIONAL	CONVENTIONAL	$3.79	1.00%		X					X				$3,890	25,932
AVERAGE			$7.69	0.66%	$8.31										$10,083	39,545
W S CENTRAL	FREE STANDING	COMBINATION		0.00%												92,700
	FREE STANDING	COMBINATION	$3.50	1.00%	$3.50										$0	85,000
	COMM./REGIONAL	WAREHOUSE	$7.00	1.00%	$8.00		X					X				60,000
	NEIGHBORHOOD	SUPER STORE	$13.77	0.00%	$13.77			X								47,510
	FREE STANDING	SUPER STORE	$10.34	0.00%	$10.34			X								47,510
	FREE STANDING	COMBINATION		0.00%												46,900
	FREE STANDING	COMBINATION		0.00%												46,900
	FREE STANDING	SUPER STORE		0.00%												41,800
	FREE STANDING	SUPER STORE	$2.86	0.00%	$2.86										$10	40,800
	COMM./REGIONAL	COMBINATION	$5.00	1.00%											$30	36,700
	NEIGHBORHOOD	CONVENTIONAL	$5.70	1.00%	$5.70	X					X	X		X		29,640
AVERAGE			$6.88	0.36%	$7.36										$13	52,315
MOUNTAIN	NEIGHBORHOOD	SUPER STORE	$5.47	1.00%							X					69,500
	FREE STANDING	SUPER STORE	$9.39	0.00%	$9.39			X								45,021
	NEIGHBORHOOD	SUPER STORE	$9.44	0.00%	$9.44			X								41,410
AVERAGE			$8.10	0.33%	$9.41											51,977

TABLE 29-1

OWNERSHIP/LEASE ARRANGEMENTS FOR NEW STORES (Continued)

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD: --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
PACIFIC	NEIGHBORHOOD	SUPER STORE	$12.00	1.50%	$12.00					X	X		X	X	$38,000	62,418
	NEIGHBORHOOD	SUPER STORE	$12.18		$15.59	X					X				$36,000	60,114
	NEIGHBORHOOD	SUPER STORE	$7.50	1.50%	$7.60					X	X		X	X	$37,000	60,114
	NEIGHBORHOOD	SUPER STORE	$4.45	1.50%	$7.75					X	X		X	X	$32,000	55,826
	NEIGHBORHOOD	WAREHOUSE	$9.12	0.00%	$9.12	X					X	X		X		53,000
	NEIGHBORHOOD	WAREHOUSE	$10.61	0.00%	$10.61	X					X	X		X		51,800
	NEIGHBORHOOD	SUPER STORE	$4.00	1.50%	$10.30			X	X	X			X	X	$40,000	49,800
	NEIGHBORHOOD	SUPER STORE	$7.52	0.00%	$7.52		X									47,510
		COMBINATION	$8.00	1.50%	$8.00	X					X					44,000
	NEIGHBORHOOD	WAREHOUSE	$8.67	0.00%	$8.67	X					X	X		X		40,650
	NEIGHBORHOOD	WAREHOUSE	$8.45	0.00%	$8.45	X					X	X		X		40,650
	NEIGHBORHOOD	WAREHOUSE	$7.62	0.00%	$7.62	X					X	X		X		40,650
AVERAGE			$8.34	0.68%	$9.44										$36,600	50,544
ATLANTIC	COMM./REGIONAL	CONVENTIONAL	$1.92	0.20%	$90.00										$241,406	32,400
	COMM./REGIONAL	CONVENTIONAL	$2.51	0.40%	$99.96										$196,746	30,458
AVERAGE			$2.21	0.30%	$94.98										$219,076	31,429
WEST	BUSINESS DIST.	CONVENTIONAL	$7.98	1.25%	$7.98	X					X	X				34,273
	BUSINESS DIST.	CONVENTIONAL	$7.14		$7.14	X					X	X				25,000
	NEIGHBORHOOD	CONVENTIONAL	$9.24		$9.24	X					X	X				23,789
	FREE STANDING	CONVENTIONAL	$7.14		$7.14	X					X	X	X	X		20,830
AVERAGE			$7.87	1.25%	$7.87											25,973
ONTARIO	NEIGHBORHOOD	SUPER STORE	$11.76	1.50%	$12.18	X				X	X	X	X	X	$42,000	55,699
	COMM./REGIONAL	SUPER STORE	$13.01	1.50%	$14.76	X				X	X	X	X	X	$42,000	50,737
	NEIGHBORHOOD	SUPER STORE	$13.86	1.50%	$13.86	X					X	X				50,000
	NEIGHBORHOOD	SUPER STORE	$10.92	1.50%	$10.92	X					X	X				45,000
	NEIGHBORHOOD	SUPER STORE	$9.24	1.50%	$9.24	X				X	X	X	X	X	$29,400	32,518
	NEIGHBORHOOD	CONVENTIONAL	$11.76	1.50%	$11.76	X					X	X				15,000
AVERAGE			$11.76	1.50%	$12.12										$37,800	41,492
QUEBEC	COMM./REGIONAL	SUPER STORE	$9.24	1.50%	$9.24	X					X				$153,720	50,207
	NEIGHBORHOOD	WAREHOUSE	$7.39	0.00%	$7.39	X					X				$52,668	24,663
	NEIGHBORHOOD	CONVENTIONAL	$7.95	0.00%	$7.95	X					X				$19,572	17,500
AVERAGE			$8.19	0.50%	$8.19										$75,320	30,790
AVERAGE FOR ALL REGIONS			$8.13	0.64%	$12.01										$68,808	44,840

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

TABLE 29-2
OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES

SERVICES PROVIDED BY THE LANDLORD --

--INSTALLATION OF HEATING/AIR CONDITIONING
--MAINTENANCE OF HEATING/AIR CONDITIONING
--TAXES
--INCREASES IN TAXES
--INSURANCE
--PARKING INSTALLATION
--SPRINKLER SYSTEM
--SECURITY
--SNOW REMOVAL

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
NEW ENGLAND	NEIGHBORHOOD															45,000
	NEIGHBORHOOD	SUPER STORE	$6.25	0.50%	$6.50						X	X		X		43,850
	NEIGHBORHOOD	SUPER STORE	$5.50	0.80%	$9.70	X	X				X	X	X	X	$28,000	24,700
	NEIGHBORHOOD	CONVENTIONAL	$6.00	0.00%	$6.00			X	X	X	X	X		X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$4.25	X	X	X		X	X			X		12,000
	FREE STANDING	CONVENTIONAL	$5.50	0.00%	$6.50										$8,000	12,000
	NEIGHBORHOOD	CONVENTIONAL	$8.97		$10.50	X		X		X	X	X		X		10,000
	NEIGHBORHOOD	CONVENTIONAL	$4.38	0.40%	$7.41	X	X				X	X	X	X		
	NEIGHBORHOOD	SUPER STORE	$11.53	0.00%	$11.53	X	X				X	X	X	X		
	NEIGHBORHOOD	SUPER STORE	$11.80	0.10%	$12.90	X	X				X	X	X	X		
	FREE STANDING	CONVENTIONAL	$5.00		$5.00											
AVERAGE			$6.79	0.22%	$8.03										$18,000	23,936
MID-ATLANTIC	NEIGHBORHOOD	SUPER STORE	$9.50	1.25%	$9.50	X					X	X		X		42,000
	COMM./REGIONAL	SUPER STORE	$8.00	1.00%	$9.00	X		X	X	X	X	X		X		37,000
	NEIGHBORHOOD	SUPER STORE	$8.00	1.00%	$9.00	X		X	X	X	X	X		X		37,000
	NEIGHBORHOOD	SUPER STORE	$4.35	1.25%	$5.00											33,000
	NEIGHBORHOOD	SUPER STORE	$4.00	1.50%	$7.25	X					X	X		X		26,000
		CONVENTIONAL		2.00%		X	X	X	X		X	X		X		23,000
	NEIGHBORHOOD	CONVENTIONAL	$3.44	0.00%	$3.44										$0	22,000
	NEIGHBORHOOD	COMBINATION	$5.35													19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	0.00%	$2.50						X				$0	18,000
	FREE STANDING	SUPER STORE	$8.00	1.00%	$9.00	X		X	X	X	X	X		X		
	NEIGHBORHOOD	CONVENTIONAL	$7.00				X				X				$24,000	
	NEIGHBORHOOD	SUPER STORE	$5.50	1.00%	$8.15						X			X	$27,300	
AVERAGE			$5.97	1.00%	$6.98										$12,825	28,556
E N CENTRAL	COMM./REGIONAL	COMBINATION	$6.00	1.25%	$7.25	X					X	X		X		43,000
	FREE STANDING	COMBINATION	$6.60	1.50%	$8.60	X					X	X				43,000
	FREE STANDING	COMBINATION	$6.00	1.25%	$7.25	X					X	X				43,000
	NEIGHBORHOOD	SUPER STORE	$4.36	1.00%		X					X	X		X	$12,000	41,385
	NEIGHBORHOOD	SUPER STORE	$6.77	0.00%	$6.77	X				X	X	X		X	$18,000	39,408
	FREE STANDING	WAREHOUSE	$6.73	1.00%		X					X	X				39,000
	NEIGHBORHOOD	SUPER STORE	$6.25	1.25%	$6.25	X					X	X		X		38,000
	FREE STANDING	SUPER STORE	$4.80	1.00%		X					X	X				36,446
	NEIGHBORHOOD	SUPER STORE	$4.85	1.00%		X					X	X				36,274
	NEIGHBORHOOD	SUPER STORE	$5.21	1.00%		X					X	X				36,160
	NEIGHBORHOOD	SUPER STORE	$4.36	1.00%		X					X	X				36,160
	NEIGHBORHOOD	SUPER STORE	$2.11	1.10%	$2.88	X		X	X	X	X			X	$12,419	36,000
	COMM./REGIONAL	SUPER STORE	$6.00		$6.50	X					X	X		X		36,000
	NEIGHBORHOOD	SUPER STORE	$4.25	0.05%	$4.25	X					X	X		X	$12,000	33,695
	NEIGHBORHOOD	SUPER STORE	$7.18	0.05%	$7.18	X				X	X	X		X	$10,720	33,445
	NEIGHBORHOOD	SUPER STORE	$4.73	1.00%		X					X	X		X	$3,000	32,200
	NEIGHBORHOOD	SUPER STORE	$5.00	1.00%		X					X	X			$93,000	32,060
	FREE STANDING	WAREHOUSE	$1.73		$1.73	X	X		X	X	X					31,916
	NEIGHBORHOOD	SUPER STORE	$3.24	1.00%		X					X	X				31,500
	NEIGHBORHOOD	SUPER STORE	$5.90	1.00%		X					X	X		X	$10,000	31,200
	NEIGHBORHOOD	SUPER STORE	$5.33	1.00%		X					X	X		X	$6,000	31,100
	FREE STANDING	SUPER STORE	$3.40	1.00%		X					X	X				30,889
	FREE STANDING	SUPER STORE	$3.43	1.00%		X					X	X				30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.83	0.00%	$4.83	X		X		X						30,000
	NEIGHBORHOOD	CONVENTIONAL	$7.72	0.75%	$7.72	X					X	X		X	$10,723	29,098
	FREE STANDING	SUPER STORE	$3.49	1.00%		X					X	X				28,830
	NEIGHBORHOOD	CONVENTIONAL	$4.60	0.00%	$4.60	X		X		X		X				28,800
	NEIGHBORHOOD	CONVENTIONAL	$7.50	0.05%	$7.75	X					X	X		X	$6,600	28,685
	COMM./REGIONAL	CONVENTIONAL	$6.77	1.00%	$6.77						X			X	$7,500	28,000
	COMM./REGIONAL	CONVENTIONAL	$6.00		$6.60									X	$9,000	26,500
	NEIGHBORHOOD	CONVENTIONAL	$5.67	1.00%		X					X	X				24,400

TABLE 29-2

OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES (Continued)

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
	NEIGHBORHOOD	CONVENTIONAL	$6.82	0.00%	$6.82	X		X		X						23,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	0.00%	$4.00	X		X		X						22,500
	BUSINESS DIST.	CONVENTIONAL	$3.73			X					X	X		X		22,000
	FREE STANDING	CONVENTIONAL	$4.73	1.00%		X					X	X				22,000
	FREE STANDING	SUPER STORE	$4.50	1.00%	$6.00			X			X			X	$2,000	18,500
	NEIGHBORHOOD	CONVENTIONAL	$4.57	0.00%	$4.57	X		X		X						17,500
	NEIGHBORHOOD	CONVENTIONAL	$3.20	0.01%	$3.80			X			X			X		16,900
	FREE STANDING	CONVENTIONAL	$4.00	0.00%	$4.00										$0	15,000
	NEIGHBORHOOD	CONVENTIONAL	$5.00	0.01%	$5.00		X	X			X			X		10,000
	FREE STANDING	CONVENTIONAL	$6.65	0.00%	$6.65	X		X		X						6,000
	NEIGHBORHOOD	CONVENTIONAL	$1.96	0.00%	$1.96											
	FREE STANDING	CONVENTIONAL	$5.00	0.00%	$5.00										$10,000	
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%	$3.00						X				$5,800	
	FREE STANDING	CONVENTIONAL	$4.50	4.00%	$4.75											
	NEIGHBORHOOD	SUPER STORE	$6.15		$6.15						X				$28,000	
	FREE STANDING	CONVENTIONAL	$5.00		$5.00	X	X	X	X						$26,000	
	FREE STANDING	CONVENTIONAL	$5.00	1.50%			X	X	X		X			X		
AVERAGE			$4.97	0.73%	$5.45										$14,882	29,745
W N CENTRAL	FREE STANDING	OTHER	$5.91		$5.91	X					X					73,200
	NEIGHBORHOOD	COMBINATION	$9.50	1.00%	$9.50						X			X	$53,290	73,000
	NEIGHBORHOOD	COMBINATION	$8.50	1.00%	$8.50						X			X	$34,000	68,000
	NEIGHBORHOOD	COMBINATION	$8.50	1.00%	$8.50						X			X	$27,280	62,000
	FREE STANDING	SUPER STORE	$4.64	1.00%	$5.10						X				$0	55,000
	FREE STANDING	SUPER STORE	$5.29	0.00%	$5.29						X				$0	53,347
	FREE STANDING	OTHER	$5.96	1.25%	$5.96	X					X					52,632
	NEIGHBORHOOD	COMBINATION	$4.30	1.00%	$4.30						X			X	$21,000	50,000
	NEIGHBORHOOD	WAREHOUSE	$5.55	1.00%	$5.55	X					X	X		X		49,819
	FREE STANDING	OTHER	$2.70		$2.70	X					X					43,401
	COMM./REGIONAL	SUPER STORE	$2.93	1.00%	$3.22						X				$6,000	40,945
	NEIGHBORHOOD	CONVENTIONAL	$2.25	1.25%	$3.50						X	X	X	X	$27,000	40,000
	NEIGHBORHOOD	CONVENTIONAL	$9.00		$9.00						X	X	X	X	$21,000	39,000
	COMM./REGIONAL	CONVENTIONAL	$2.25	1.00%	$5.85						X	X	X	X	$52,000	38,000
	NEIGHBORHOOD	CONVENTIONAL	$5.95		$5.95						X	X	X	X	$38,000	37,000
	COMM./REGIONAL	CONVENTIONAL	$6.25	1.00%	$6.25	X					X					35,113
	FREE STANDING	CONVENTIONAL		1.25%	$6.80											31,200
	COMM./REGIONAL	CONVENTIONAL	$5.77		$5.77	X					X					30,859
	FREE STANDING	WAREHOUSE	$0.48		$0.48	X					X					30,752
	NEIGHBORHOOD	CONVENTIONAL	$2.40		$2.40						X	X	X	X	$50,000	30,000
	NEIGHBORHOOD	WAREHOUSE	$3.46		$3.46	X					X					28,899
	NEIGHBORHOOD	CONVENTIONAL	$3.70	1.00%	$3.70	X			X		X					27,997
	COMM./REGIONAL	WAREHOUSE	$1.80	1.00%	$2.30	X					X					27,800
	FREE STANDING	COMBINATION	$3.60	1.25%	$7.80											25,000
		SUPER STORE	$3.65	1.25%	$5.21	X		X			X				$10,000	23,000
	BUSINESS DIST.	CONVENTIONAL	$1.44	1.25%	$1.45	X					X					22,596
	FREE STANDING	CONVENTIONAL	$4.75		$4.77	X					X					22,216
	FREE STANDING		$3.26	0.00%	$3.26											20,500
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$3.70	X	X	X			X			X	$2,000	19,500
	NEIGHBORHOOD	CONVENTIONAL	$2.07	0.00%	$2.07						X				$0	19,247
	BUSINESS DIST.	OTHER		1.25%	$11.60											19,000
	BUSINESS DIST.	CONVENTIONAL	$1.59	0.06%	$2.40	X					X					17,838
	NEIGHBORHOOD	CONVENTIONAL	$4.28	1.50%	$4.28	X					X					14,036
	COMM./REGIONAL	CONVENTIONAL	$3.50		$3.50				X		X			X		
	BUSINESS DIST.	CONVENTIONAL	$3.68		$3.68											
	COMM./REGIONAL	SUPER STORE	$9.00	1.00%	$9.00	X					X				$1,400	
	NEIGHBORHOOD	CONVENTIONAL	$3.19	1.50%	$6.25			X			X			X	$17,952	
	FREE STANDING	SUPER STORE	$4.50		$4.50											
AVERAGE			$4.39	0.95%	$5.09										$21,231	36,997

TABLE 29-2

OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
SOUTHEAST	NEIGHBORHOOD	COMBINATION	$4.41	1.00%	$4.41	X				X						71,171
	COMM./REGIONAL	COMBINATION	$5.54	1.00%	$5.54	X				X						70,767
	NEIGHBORHOOD	SUPER STORE	$8.50	1.00%	$8.00		X		X	X	X	X	X			53,000
	NEIGHBORHOOD	COMBINATION	$7.90	1.25%	$9.20	X			X	X	X	X				48,000
	FREE STANDING	SUPER STORE	$6.00	1.00%	$6.00										$7,020	42,130
	NEIGHBORHOOD	SUPER STORE	$7.90	1.00%	$9.00	X			X	X	X	X				42,000
	FREE STANDING	CONVENTIONAL	$3.03	1.50%						X					$0	35,000
	NEIGHBORHOOD	SUPER STORE	$4.06	0.75%	$4.06										$3,910	32,160
	COMM./REGIONAL	SUPER STORE	$5.95	0.75%	$5.95										$10,303	32,000
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.00%	$6.00	X				X	X					30,000
	NEIGHBORHOOD	SUPER STORE	$6.00	1.00%	$6.50			X		X	X	X	X			30,000
	NEIGHBORHOOD	CONVENTIONAL	$3.02	0.00%											$0	30,000
	NEIGHBORHOOD	CONVENTIONAL	$1.40		$1.40										$2,501	30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.70	1.42%	$4.70	X				X	X			X	$3,000	29,781
	FREE STANDING	CONVENTIONAL	$2.30	1.00%	$2.30	X			X	X	X					29,500
	NEIGHBORHOOD	CONVENTIONAL	$5.75	1.00%						X					$142,075	28,415
	FREE STANDING	CONVENTIONAL	$5.50	1.00%	$6.00	X			X	X	X					28,000
	FREE STANDING	CONVENTIONAL	$1.52												$0	27,500
	NEIGHBORHOOD	CONVENTIONAL	$5.57	0.75%	$5.57										$15,393	26,404
	NEIGHBORHOOD	CONVENTIONAL	$5.50	0.75%	$5.50										$7,395	25,590
	NEIGHBORHOOD	CONVENTIONAL	$2.96	0.75%	$2.96										$3,037	25,298
	FREE STANDING	CONVENTIONAL	$6.50	1.00%	$6.50	X				X	X					25,000
	NEIGHBORHOOD	CONVENTIONAL	$3.35	0.75%	$3.35										$6,257	23,184
	NEIGHBORHOOD	CONVENTIONAL	$5.00	0.75%	$5.00										$4,722	23,184
	NEIGHBORHOOD	CONVENTIONAL	$2.27	0.75%	$2.27										$1,101	22,900
	NEIGHBORHOOD	CONVENTIONAL	$3.85	1.00%						X					$227,200	22,720
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.00%	$4.25	X				X	X			X		22,572
	NEIGHBORHOOD	CONVENTIONAL	$1.25		$1.25										$1,887	22,500
	FREE STANDING	CONVENTIONAL	$4.50	1.00%						X					$60,000	22,000
	COMM./REGIONAL	CONVENTIONAL	$4.00	1.00%		X				X					$2,200	21,920
	COMM./REGIONAL	CONVENTIONAL	$5.83	1.00%											$3,750	21,780
	NEIGHBORHOOD	CONVENTIONAL	$2.45		$2.91	X		X		X						20,616
	NEIGHBORHOOD	CONVENTIONAL	$2.25	1.00%	$5.60	X		X	X	X					$2,500	20,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00		$2.00	X		X	X	X					$5,000	20,000
	NEIGHBORHOOD	CONVENTIONAL	$2.35	0.75%	$2.35										$2,551	20,000
	NEIGHBORHOOD	CONVENTIONAL	$4.55	1.00%											$3,400	18,799
	FREE STANDING	CONVENTIONAL	$4.43	1.00%											$3,400	18,779
	NEIGHBORHOOD	CONVENTIONAL	$3.75	1.00%	$3.75	X		X		X			X		$2,000	18,692
	NEIGHBORHOOD	CONVENTIONAL	$1.60		$1.60										$1,948	18,500
	COMM./REGIONAL	CONVENTIONAL	$1.25		$1.25										$0	18,500
	NEIGHBORHOOD	CONVENTIONAL	$1.60		$1.60										$1,445	18,500
	NEIGHBORHOOD	CONVENTIONAL	$2.25	0.75%	$2.25										$2,221	18,500
	NEIGHBORHOOD	CONVENTIONAL	$3.25		$3.25	X		X		X			X		$1,800	18,200
	NEIGHBORHOOD	CONVENTIONAL	$3.33	1.00%	$3.33	X				X					$2,000	18,000
	NEIGHBORHOOD	CONVENTIONAL	$4.38	0.00%											$0	17,300
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$2.00	X		X	X	X						16,000
	NEIGHBORHOOD	CONVENTIONAL	$1.50	1.00%	$2.45	X		X	X	X						16,000
	NEIGHBORHOOD	CONVENTIONAL	$2.92	1.00%											$3,000	15,552
	FREE STANDING	CONVENTIONAL	$4.47	0.00%											$0	15,400
	FREE STANDING	CONVENTIONAL	$3.15	0.00%											$0	14,440
	NEIGHBORHOOD	CONVENTIONAL	$4.50		$4.50	X		X		X	X				$1,000	13,125
	NEIGHBORHOOD	CONVENTIONAL	$3.00	0.00%											$0	12,000
	FREE STANDING	CONVENTIONAL	$6.00	1.00%											$0	12,000
	NEIGHBORHOOD	CONVENTIONAL	$2.80	1.50%	$8.26	X		X		X						10,000
	NEIGHBORHOOD	CONVENTIONAL	$1.20	1.00%	$4.10	X		X	X	X					$2,500	10,000
	FREE STANDING	CONVENTIONAL	$1.00	0.00%											$0	10,000
	FREE STANDING	CONVENTIONAL	$1.80	1.50%											$0	10,000
	BUSINESS DIST.	CONVENTIONAL	$2.00		$2.00			X								10,000
	NEIGHBORHOOD	CONVENTIONAL	$2.05	1.25%	$5.30					X			X			
	NEIGHBORHOOD	CONVENTIONAL	$2.00	0.00%	$2.75					X			X			
	FREE STANDING	CONVENTIONAL	$5.00	1.50%	$6.42										$4,200	
	NEIGHBORHOOD	CONVENTIONAL	$6.31		$6.91								X			
AVERAGE			$3.79	0.86%	$4.32										$12,575	24,541

TABLE 29-2

OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES (Continued)

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	--SECURITY	--SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
W S CENTRAL	FREE STANDING	WAREHOUSE	$6.00												$25	69,000
	FREE STANDING	WAREHOUSE	$2.00													60,000
	NEIGHBORHOOD	SUPER STORE	$8.50	1.00%	$8.50			X		X	X	X	X			53,000
	BUSINESS DIST.	COMBINATION	$6.00	1.00%	$7.00		X					X				42,000
	NEIGHBORHOOD	COMBINATION	$6.00	1.00%	$7.00		X					X				42,000
	NEIGHBORHOOD	CONVENTIONAL	$6.02	0.00%	$6.02	X					X	X		X		36,783
	FREE STANDING	CONVENTIONAL	$5.00	1.00%	$6.00		X					X				35,000
	NEIGHBORHOOD	SUPER STORE	$4.00	1.00%					X	X			X		$10	31,500
	NEIGHBORHOOD	SUPER STORE	$6.00	1.00%	$6.50			X		X	X	X	X			30,000
	NEIGHBORHOOD	CONVENTIONAL	$4.50	1.50%											$20	26,000
AVERAGE			$5.40	0.93%	$6.84										$18	42,528
MOUNTAIN	COMM./REGIONAL	OTHER	$6.01	1.00%	$6.01	X					X					68,235
	NEIGHBORHOOD	SUPER STORE	$7.16	1.50%	$7.16					X	X		X	X	$26,000	61,046
	NEIGHBORHOOD	SUPER STORE	$5.25	1.00%							X					54,300
	NEIGHBORHOOD	SUPER STORE	$6.25	1.00%							X					52,000
	FREE STANDING	SUPER STORE	$3.33	1.25%	$7.68						X					49,100
	NEIGHBORHOOD	SUPER STORE	$2.69	1.50%	$11.33					X	X		X	X	$65,000	45,950
	NEIGHBORHOOD	SUPER STORE	$3.75	1.00%							X					45,000
	FREE STANDING	SUPER STORE	$1.57	2.20%	$14.01						X					42,120
	NEIGHBORHOOD	SUPER STORE	$4.25	1.00%							X					42,000
	NEIGHBORHOOD	SUPER STORE	$6.50	1.25%	$6.50						X	X	X		$26,500	41,073
	NEIGHBORHOOD	CONVENTIONAL	$2.15	1.00%	$2.30						X	X			$2,400	20,000
	FREE STANDING	CONVENTIONAL	$7.32	0.00%	$7.32						X			X	$12,000	10,000
	FREE STANDING	CONVENTIONAL	$3.75	1.50%	$4.00	X	X									
AVERAGE			$4.61	1.16%	$7.37										$26,380	44,235
PACIFIC	NEIGHBORHOOD	SUPER STORE	$6.60	1.50%	$6.60					X	X		X	X	$30,000	61,046
	NEIGHBORHOOD	SUPER STORE	$7.61	1.50%	$8.04					X	X		X	X	$35,000	60,106
	NEIGHBORHOOD	SUPER STORE	$8.50	1.50%	$8.50					X	X		X	X	$40,000	59,855
	NEIGHBORHOOD	SUPER STORE	$5.06	1.50%	$7.78				X	X	X		X	X	$31,000	59,231
	NEIGHBORHOOD	SUPER STORE	$5.86	1.50%	$8.95					X	X		X	X	$43,000	56,477
	NEIGHBORHOOD	WAREHOUSE	$11.45	0.00%	$11.45	X					X	X		X		56,400
	NEIGHBORHOOD	SUPER STORE	$5.07	1.50%	$8.77					X	X		X	X	$48,000	54,415
	NEIGHBORHOOD		$3.00	1.50%	$3.50						X				$15,000	52,000
	NEIGHBORHOOD	SUPER STORE	$3.58	1.50%	$9.00				X	X	X		X	X	$40,000	49,843
	NEIGHBORHOOD	SUPER STORE	$8.94	0.00%	$8.94			X								46,060
	NEIGHBORHOOD	SUPER STORE	$8.00	1.25%	$9.49			X	X	X	X		X		$33,682	45,000
	NEIGHBORHOOD	SUPER STORE	$11.05	1.50%	$11.05			X	X	X	X		X		$40,500	45,000
	NEIGHBORHOOD	SUPER STORE	$12.26	1.00%	$12.26			X	X	X	X		X		$45,000	45,000
	NEIGHBORHOOD	SUPER STORE	$3.98	0.08%	$4.49										$27,825	42,078
	NEIGHBORHOOD	SUPER STORE	$14.88	1.25%	$14.88			X	X	X	X		X		$117,000	41,000
	NEIGHBORHOOD	CONVENTIONAL	$0.73	2.00%	$0.73			X	X		X	X	X		$165,000	37,926
	NEIGHBORHOOD	CONVENTIONAL	$0.00	0.00%	$0.00										$0	34,770
	COMM./REGIONAL	CONVENTIONAL	$0.00	2.00%	$0.76	X	X				X	X			$5,933	31,689
	NEIGHBORHOOD	CONVENTIONAL	$0.95	2.25%	$1.23										$4,960	31,570
	COMM./REGIONAL	CONVENTIONAL	$0.70	2.00%	$0.86						X	X			$10,256	31,407
	NEIGHBORHOOD	CONVENTIONAL	$0.28	2.50%	$1.32						X	X	X		$11,015	30,735
	COMM./REGIONAL	CONVENTIONAL	$0.00	2.00%	$0.70	X	X				X	X			$3,125	29,859
	FREE STANDING	CONVENTIONAL	$0.00	2.25%	$1.13										$2,411	27,709
	COMM./REGIONAL	CONVENTIONAL	$0.00	0.00%	$0.00										$0	27,289
	NEIGHBORHOOD	CONVENTIONAL	$0.40	2.00%	$0.68						X				$5,416	27,030
	COMM./REGIONAL	CONVENTIONAL	$0.51	0.00%	$0.51										$1,916	25,245
	COMM./REGIONAL	CONVENTIONAL	$0.00	2.00%	$0.77	X	X				X	X			$3,557	23,816
	NEIGHBORHOOD	CONVENTIONAL	$0.00	1.50%	$0.93						X					23,000
	COMM./REGIONAL	CONVENTIONAL	$0.82	0.00%	$0.82						X	X			$1,412	21,189
	NEIGHBORHOOD	CONVENTIONAL	$4.90	1.50%	$5.50	X					X	X			$7,775	18,961
	BUSINESS DIST.	CONVENTIONAL	$0.28		$0.28		X		X						$0	
	NEIGHBORHOOD	SUPER STORE	$1.85	1.33%	$6.80			X	X		X			X	$111,600	
	FREE STANDING	CONVENTIONAL	$2.92	1.00%	$2.92											
AVERAGE			$3.94	1.29%	$4.84										$30,358	39,857

TABLE 29-2

OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES (Continued)

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
ATLANTIC	COMM./REGIONAL	CONVENTIONAL	$2.78		$99.96										$198,965	34,328
	COMM./REGIONAL	CONVENTIONAL	$5.85		$5.85	X				X	X				$47,796	32,900
	COMM./REGIONAL	CONVENTIONAL	$3.50	0.90%	$99.96										$246,474	31,859
	NEIGHBORHOOD	CONVENTIONAL	$5.98		$5.98	X				X	X				$20,580	30,800
	COMM./REGIONAL	CONVENTIONAL	$5.57		$99.96										$260,513	30,798
	COMM./REGIONAL	CONVENTIONAL	$5.65		$5.65	X				X	X					30,500
	COMM./REGIONAL	CONVENTIONAL	$6.58		$6.58	X				X	X				$88,368	30,300
	COMM./REGIONAL	CONVENTIONAL	$8.38		$99.96										$208,733	29,975
			$12.56		$13.22										$44,253	28,330
	COMM./REGIONAL	CONVENTIONAL	$5.52		$5.52	X				X	X				$64,176	28,300
	COMM./REGIONAL	CONVENTIONAL	$2.36	0.40%	$10.75										$175,127	27,724
	COMM./REGIONAL	CONVENTIONAL	$7.16		$99.96										$317,848	25,500
	COMM./REGIONAL	CONVENTIONAL	$2.73	0.30%	$99.96										$243,036	25,402
	COMM./REGIONAL	CONVENTIONAL	$5.86		$14.70										$220,595	24,987
	COMM./REGIONAL	CONVENTIONAL	$1.73	1.50%	$3.60	X				X	X				$31,080	24,000
	COMM./REGIONAL	CONVENTIONAL	$5.18		$5.18	X				X	X				$70,308	24,000
	COMM./REGIONAL	CONVENTIONAL	$2.97		$2.97	X				X	X				$39,228	23,900
	COMM./REGIONAL	CONVENTIONAL	$3.14		$73.92										$255,578	23,495
	COMM./REGIONAL	CONVENTIONAL	$2.68	0.50%	$99.96										$196,625	21,475
	NEIGHBORHOOD	CONVENTIONAL	$2.91	3.47%	$2.91	X				X	X				$8,148	21,000
	NEIGHBORHOOD	CONVENTIONAL	$0.60		$0.60	X				X	X					20,300
	COMM./REGIONAL	CONVENTIONAL	$5.04	1.25%	$5.88					X		X	X			20,000
	FREE STANDING	CONVENTIONAL	$0.58		$0.58	X				X	X					19,000
	NEIGHBORHOOD	CONVENTIONAL	$2.32	1.50%	$3.10	X				X	X				$15,372	16,500
	COMM./REGIONAL	CONVENTIONAL	$3.09		$3.09	X				X	X				$21,168	16,000
	COMM./REGIONAL	CONVENTIONAL	$9.78		$9.78	X				X	X	X	X			15,586
	COMM./REGIONAL	CONVENTIONAL	$4.55		$70.56										$61,713	15,467
	COMM./REGIONAL	CONVENTIONAL	$3.77		$43.68										$65,882	11,557
	FREE STANDING	CONVENTIONAL	$6.45		$6.45	X	X			X	X					6,250
	FREE STANDING	CONVENTIONAL	$3.25		$3.25	X				X	X					6,200
AVERAGE			$4.62	1.22%	$33.45										$126,155	23,214
WEST			$10.20												$54,660	40,780
	BUSINESS DIST.	CONVENTIONAL	$7.26	1.50%	$7.77	X				X	X					28,275
			$6.74		$7.44										$55,280	24,260
	BUSINESS DIST.	CONVENTIONAL	$6.30	1.25%	$6.72	X				X	X					24,173
	FREE STANDING	CONVENTIONAL	$6.85	1.50%	$6.85	X				X	X					23,329
	NEIGHBORHOOD	CONVENTIONAL	$4.62	1.50%	$1.68	X				X	X					20,562
	NEIGHBORHOOD	CONVENTIONAL	$2.27	1.75%	$2.77	X				X	X	X	X			19,995
	FREE STANDING	CONVENTIONAL	$6.72	1.50%	$6.72	X				X	X					16,339
	BUSINESS DIST.	CONVENTIONAL	$9.24	1.50%	$9.24	X				X	X					15,807
	NEIGHBORHOOD	CONVENTIONAL	$4.75		$4.75	X				X	X					15,407
	FREE STANDING	CONVENTIONAL	$7.48		$7.48	X				X	X					13,857
	NEIGHBORHOOD	CONVENTIONAL	$4.62	1.50%	$4.62	X				X	X	X	X			12,593
	NEIGHBORHOOD	CONVENTIONAL	$3.23		$3.23					X	X					12,575
	FREE STANDING	CONVENTIONAL	$2.86		$2.86					X	X					9,000
	NEIGHBORHOOD	CONVENTIONAL	$1.47		$1.47	X				X	X					6,512
	NEIGHBORHOOD	CONVENTIONAL	$3.78		$3.78	X				X	X	X	X			4,860
AVERAGE			$5.52	1.50%	$5.16										$54,970	18,020

TABLE 29-2

OWNERSHIP/LEASE ARRANGEMENTS FOR EXISTING STORES (Continued)

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	SECURITY	SNOW REMOVAL	ANNUAL COMMON AREA CHARGES	TOTAL SIZE OF STORE
ONTARIO	COMM./REGIONAL	SUPER STORE	$10.08	1.50%	$10.92	X			X	X	X	X	X		$38,640	46,365
	COMM./REGIONAL	SUPER STORE	$6.20	1.50%	$6.20	X				X	X	X	X		$165,480	42,033
	COMM./REGIONAL	SUPER STORE	$9.26	1.50%	$9.69	X			X	X	X	X	X		$27,720	39,663
	COMM./REGIONAL	SUPER STORE	$11.29	1.50%	$11.39	X			X	X	X	X	X		$51,240	39,644
	COMM./REGIONAL	SUPER STORE	$10.06	1.50%	$10.06	X			X	X	X	X	X		$21,000	39,554
	NEIGHBORHOOD	SUPER STORE	$8.83	1.50%	$9.25	X			X	X	X	X	X		$42,000	38,972
	NEIGHBORHOOD	SUPER STORE	$9.24	1.50%	$9.24	X				X	X		X		$46,200	38,965
	COMM./REGIONAL	SUPER STORE	$8.83	1.50%	$8.83	X			X	X	X	X	X		$33,600	38,859
	NEIGHBORHOOD	SUPER STORE	$4.83	1.50%	$4.83	X			X	X	X	X	X		$33,600	36,002
	BUSINESS DIST.	SUPER STORE	$8.57	0.00%	$8.57	X				X	X		X		$46,200	35,658
	FREE STANDING	SUPER STORE	$3.62	1.50%	$4.58	X				X	X				$0	34,964
	NEIGHBORHOOD	SUPER STORE	$1.87	1.00%	$3.95	X	X		X	X	X	X	X		$4,200	30,376
	NEIGHBORHOOD	CONVENTIONAL	$1.26	1.00%	$3.62	X				X	X		X		$11,760	29,397
	NEIGHBORHOOD	CONVENTIONAL	$4.44	1.50%	$4.44	X			X	X	X	X	X		$21,000	28,878
	NEIGHBORHOOD	CONVENTIONAL	$1.68	0.00%	$1.68	X	X	X		X	X	X	X			28,000
	COMM./REGIONAL	CONVENTIONAL	$2.71	1.25%	$5.50	X				X	X	X	X		$109,200	26,797
	COMM./REGIONAL	CONVENTIONAL	$2.21	1.50%	$4.44	X			X	X	X	X	X		$31,080	26,331
	COMM./REGIONAL	CONVENTIONAL	$3.30	1.50%	$3.62	X			X	X	X	X	X		$27,720	26,088
	FREE STANDING	CONVENTIONAL	$0.25	0.00%	$0.25	X				X					$4,200	25,972
	BUSINESS DIST.	CONVENTIONAL	$4.00	1.50%	$4.00	X				X	X	X	X		$114,240	24,202
	FREE STANDING	CONVENTIONAL	$5.46	0.00%	$5.46	X				X	X				$25,200	24,000
	FREE STANDING	CONVENTIONAL	$1.41	1.00%	$2.10	X				X	X		X		$21,840	21,985
	BUSINESS DIST.	CONVENTIONAL	$8.65	1.50%	$8.65	X	X		X	X	X	X	X		$117,600	20,148
	NEIGHBORHOOD	CONVENTIONAL	$1.43	1.00%	$2.13	X	X		X	X			X		$2,520	18,061
	NEIGHBORHOOD	CONVENTIONAL	$5.88	1.50%	$6.72	X				X	X				$18,480	15,000
	NEIGHBORHOOD	CONVENTIONAL	$6.30	1.50%	$6.30	X				X	X				$15,120	12,343
	NEIGHBORHOOD	CONVENTIONAL	$1.27	1.50%	$4.07	X				X		X	X		$16,800	12,000
	FREE STANDING	CONVENTIONAL	$6.30	1.50%	$6.30	X				X	X				$12,600	10,000
	FREE STANDING	CONVENTIONAL	$6.06	1.50%	$6.06	X				X	X				$6,720	5,500
AVERAGE			$5.35	1.21%	$5.96										$38,070	28,130
QUEBEC	NEIGHBORHOOD	WAREHOUSE	$7.56	1.00%	$10.92	X		X	X	X	X	X	X			60,000
	COMM./REGIONAL	SUPER STORE	$7.06	1.00%	$7.06	X				X					$139,440	54,724
	NEIGHBORHOOD	WAREHOUSE	$6.71	0.00%	$6.71	X				X					$59,976	26,500
	COMM./REGIONAL	CONVENTIONAL	$4.47	1.00%	$4.47	X				X					$26,628	23,800
	NEIGHBORHOOD	CONVENTIONAL	$4.95	1.00%	$4.95	X				X					$30,912	19,800
	NEIGHBORHOOD	CONVENTIONAL	$7.14	1.50%	$12.18	X		X	X	X	X	X	X			17,000
	FREE STANDING	CONVENTIONAL	$6.17	0.00%	$6.17	X				X					$19,152	14,100
	FREE STANDING	CONVENTIONAL	$7.14	1.50%	$10.50	X		X	X	X	X	X	X			13,000
		SUPER STORE	$9.03	9.96%	$11.05	X				X					$21,168	10,500
		COMBINATION	$7.14	9.96%	$9.03	X				X					$16,065	8,400
AVERAGE			$6.74	2.69%	$8.30										$44,763	24,782
AVERAGE FOR ALL REGIONS			$4.74	1.06%	$8.72										$36,675	29,784

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1992

FOOD MARKETING INSTITUTE

FACTS ABOUT STORE DEVELOPMENT, 1992

Dear Supermarket Operator:

As part of FMI's assessment of the industry's store development activity in 1991, we ask you to take a moment to answer the questions below. Please refold the card with the postpaid side out and return it to FMI.

We look forward to hearing from you. Thank you for your assistance.

Sincerely,

Michael McCarthy

Michael McCarthy
Manager, Research

NUMBER OF SUPERMARKETS

1. HOW MANY SUPERMARKETS WILL YOUR COMPANY HAVE IN OPERATION AS OF DECEMBER 31, 1991?
(A supermarket is a food store with annual sales of at least $2 million) _____

2. OF THOSE SUPERMARKETS IN QUESTION 1, HOW MANY WILL YOUR COMPANY OPERATE:

* That were acquired from another company in 1991? _____
* That were newly constructed in 1991? _____
* Underwent a major remodeling (a remodeling that cost at least $50,000 in 1991)? _____

3. HOW MANY SUPERMARKETS WILL YOUR COMPANY HAVE CLOSED IN 1991? _____

Name _____

Title _____

Telephone _____

THANK YOU

Please refold and staple this postcard with the FMI address facing out. Postage is prepaid

FOOD MARKETING INSTITUTE

FACTS ABOUT STORE DEVELOPMENT, 1992
SINGLE - STORE OPERATORS

This survey tracks changes and developments in new store construction and store remodeling, as well as rent and leasing information for supermarkets. All individual company data will be held in strictest confidence. If you have any questions, please contact Mike McCarthy in the FMI research department at 202-429-8277.

GENERAL STORE INFORMATION

1. What type of store do you operate (please read the descriptions below and check the appropriate category)

   a ❑ Conventional Supermarket

   b. ❑ Super Store

   c. ❑ Combination Store

   d. ❑ Warehouse Store

   e. ❑ Other

STORE TYPES

Even though your definition of store type may differ from those that follow, please use the formats as defined here. This will help keep the store type data consistent for industry-wide information.

a. Conventional Supermarket - - a supermarket under 30,000 total square feet.

b. Super store - - a supermarket with over 30,000 total square feet and expanded food and non-food selections

c. Combination Store - - a supermarket with over 30,000 total square feet and at least **25 percent** of the store devoted to general merchandise/non-foods.

d. Warehouse Store - - a supermarket that uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service.

2. How many years has it been since your store was last remodeled? ___ ___ years

3. What is the total size of your store in square feet? ___ ___,___ ___ ___ square ft

RENT AND LEASING ARRANGEMENTS

4. Do you own the store? (meaning you do not lease the building from an outside landlord) ❑ YES ❑ NO
   If No, please go to question 7

5. Is your store leased from (please check ONE) ❑ A parent/subsidiary company?

   ❑ An outside company?

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6. Please complete the following information about your leasing arrangements. Please see the instructions for store location and rent below.

a. Store Location (please circle) A B C D E

b. Minimum rent per square foot: $ ___ ___.___ ___

c. Rent overages as a percentage of sales: ___ ___.___ ___%

d. Expected total rent per square foot, including overages, after five years: $ ___ ___.___ ___

e. Annual common area charges: $ ___ ___.___ ___ ___

f. Services provided by the landlord (please check all applicable)

- ❑ installation of air conditioning system
- ❑ maintenance of heating/air conditioning system
- ❑ installation of customer parking
- ❑ security
- ❑ taxes
- ❑ increases in taxes
- ❑ sprinkler system
- ❑ snow removal

6A LOCATION OF SUPERMARKET

A = Community or Regional Shopping Center - - a planned center dominated by one or more large department or discount stores.

B = Neighborhood Shopping Center - - a planned center with more than one store but dominated by the supermarket.

C = Free Standing Store - - a store located by itself in an unplanned shopping area.

D = Central Business District - - a store located in a heavily populated metropolitan area, in a block with other stores.

E = Other

6B- F RENT

b. MINIMUM RENT - -the minimum rent per square foot.

c. OVERAGES - - the rent overages charged as a percentage of sales.

d. EXPECTED TOTAL RENT - - give your total rent per square foot including overages. If you are describing a new store please give an estimate for the expected rent after five years of operation.

e. SERVICES PROVIDED BY THE LANDLORD - -place a check next to each of the services provided by your landlord.

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If your store was not newly built in 1991 or did not undergo a remodeling costing at least $50,000 in 1991, you need not complete the rest of the questionnaire. Please fill in your name and telephone number on the last page and mail the completed survey in the enclosed envelope to FMI. If your store was newly built, continue with question 7. If you remodeled, continue with question 11.

NEW STORE INFORMATION

(Answer only if your store was newly built in 1991)

7. Please estimate construction costs per square foot for:

   a. Equipment, fixture and decoration costs $___ ___ ___.___ ___per square ft

   b. Building costs (please give an estimate if unknown, Do NOT include the cost of land or the parking lot) $___ ___ ___.___ ___per square ft

   c. Total Construction Costs (the sum of A and B) $___ ___ ___.___ ___per square ft

8. What was the cost of the opening inventory? $___,___ ___ ___,___ ___ ___

9. What was the SELLING AREA of the store in square feet? ___ ___,___ ___ ___square feet

10. Did the new store include any of the following departments? (please check)

❑ Pharmacy	❑ Wine
❑ Service bakery/deli	❑ Floral/plant shop
❑ Scratch/bake-off bakery	❑ Service seafood
❑ Prepared foods	❑ Photo center
❑ Video rental	❑ Greeting cards

STORE REMODELING INFORMATION

(Answer only if your store underwent a major remodeling in 1991)

11. How many years has it been since the store opened to the present remodeling? ___ ___years

12. How many years has it been since your last remodel to the present remodeling? ___ ___years

13. What was the total capital investment for the remodeling? $___,___ ___ ___,___ ___ ___

14. What was the total capital investment per square foot for the remodeling? $___ ___ ___.___ ___per square ft

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15. Did the remodeling add any of the following departments that were not in the store before? (please check all that apply)

- ❑ Pharmacy
- ❑ Service bakery/deli
- ❑ Scratch/bake-off bakery
- ❑ Prepared foods
- ❑ Video rental
- ❑ Expanded GM/HBC section
- ❑ Wine
- ❑ Floral/plant shop
- ❑ Service seafood
- ❑ Photo center
- ❑ Greeting cards

16. Did the remodel include adding additional floor space to the store? ❑ YES ❑ NO

17. If YES, how many square feet were added? ___ ___,___ ___ ___ square ft

---

Thank you for your time. Your participation and cooperation are greatly appreciated. A complimentary copy of the completed report will be sent to your attention. Please return the questionnaire in the enclosed envelope.

NAME _____

TITLE _____

TELEPHONE_____

Michael McCarthy
Food Marketing Institute
800 Connecticut Avenue, NW
Washington, DC 20006

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FACTS ABOUT STORE DEVELOPMENT, 1992

This survey tracks changes and developments in new store construction, store remodelings as well as rent and leasing information for all stores. We ask that you answer as many questions as possible. All individual data are held in strictest confidence. If you have any questions, please contact Mike McCarthy in the FMI research department at 202-429-8277.

GENERAL INSTRUCTIONS

A. Please complete all sections of the survey that apply to your company. All data should be for the calendar year 1991.

B. A supermarket is defined as a retail food store with at least $2 million in annual sales.

I. GENERAL COMPANY INFORMATION

1. What will be your company's approximate annual food sales in 1991? (Please check the appropriate category)

❒ Under $10 million ❒ $101 million to $250 million ❒ $1 billion to $3 billion

❒ $10 million to $30 million ❒ $251 million to $500 million ❒ Over $3 billion

❒ $31 million to $100 million ❒ $501 million to $999 million

II. STORE REMODELINGS

2. How many stores underwent a major remodeling* in 1991? ___ ___ ___ stores

3. What was the schedule for your typical supermarket that underwent a major remodeling in 1991?

a. ___ ___ years from first opening to present remodeling

b. ___ ___ years from last major remodeling to present remodeling

4. What was the average total capital investment per supermarket for major remodeling (for total store area)?

$___ ___ ___ ___ ___ ___
total investment

5. What was the average total capital investment per square foot for major remodeling?

$___ ___ ___ ___ ___
per sq. ft.

* A MAJOR REMODELING IS ONE THAT COST AT LEAST $50,000

PLEASE FILL IN THE INFORMATION BELOW AND TURN THE PAGE TO COMPLETE THE REST OF THE SURVEY

NAME _____

TITLE _____

TELEPHONE _____

6. How many of your remodel added any of the following departments that were not in the store before? (If none, please put a "0")

	Number of Stores		Number of Stores
a. Pharmacy	___ ___ ___	f. Greeting cards	___ ___ ___
b. Service bakery/deli	___ ___ ___	g. Photo centers	___ ___ ___
c. Scratch/bake-off bakery	___ ___ ___	h. Service-seafood	___ ___ ___
d. Prepared foods	___ ___ ___	i. Floral/Plant shop	___ ___ ___
e. Expanded GM/HBC sections	___ ___ ___	j. Wine	___ ___ ___

PLEASE GO TO QUESTION 7, NEXT COLUMN

7. How many of your remodels involved adding additional square feet to the store?

___ ___ ___ remodels

8. What was the average number of square feet added to a store in your remodels?

___ ___,___ ___ ___ sq. ft.

PLEASE GO TO QUESTION 9, BELOW

III. GENERAL STORE INFORMATION

9. Please complete the following table for each type of supermarket your company had in operation as of December 31, 1991 (A supermarket is a food store with annual sales of at least two million dollars):

TYPE OF STORE (see definitions to the right)	Number of Supermarkets in Operation on December 31, 1991	Average Number of Years Since Supermarkets Last Major Remodel	Number of Supermarkets Newly Constructed in 1991	Number of Supermarkets Closed in 1991	Number of Supermarkets Your Company Acquired in 1991
A. Conventional Supermarket	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
B. Super Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
C. Combination Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
D. Warehouse Stores	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
E. Other	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number
F. TOTAL SUPERMARKETS	___ ___ ___ number	___ ___ years	___ ___ ___ number	___ ___ ___ number	___ ___ ___ number

STORE TYPES

Even though your company's definitions of store type may differ from the definitions that follow, we ask that you use the formats as defined here. This will help keep the store type data consistent for industry wide information.

A = Conventional Supermarket: a supermarket with total store area of 30,000 square feet or less.

B = Superstore: a supermarket with more than 30,000 square feet in total area and offering expanded selection of non-foods. Extensive service departments are also offered.

C = Combination Store: same as a superstore but the percentage of non-food is 25 percent or more of the total.

D = Warehouse Store: a supermarket that uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service.

E = Other

IV. NEW STORE DEVELOPMENT

10. Following is a chart requesting information on stores that were newly constructed in 1991. If your firm has constructed a number of a similar format, enter this information in one column and indicate the number of stores described per column.

V. LEASING ARRANGEMENTS

11. This chart requests leasing information on all new and existing stores. Please list one store per line. If your company leases many stores, please give a representative sample of those stores. Note the instructions for geographic region, store type and store location on the previous pages. Please write in the appropriate letter for these categories. Instructions for rent, overages and services are to the right.

FACTUAL INFORMATION	Region	Location of Supermarket(s)	Type of Supermarket(s)	RENT — Please give the rent per square foot. Minimum Rent per square foot	Rent Overages as a percent of sales	Expected Total Rent per square foot including Overages, after five years	Annual Common Area Charges	SERVICES PROVIDED BY THE LANDLORD — Please check: Installation of heating air conditioning system	Maintenance of heating air conditioning system	Taxes	Increases in taxes	Insurance	Installation of customer parking	Sprinkler system	Security	Snow Removal	TOTAL SIZE OF STORE	Circle: New or Existing
01				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
02				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
03				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
04				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
05				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
06				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
07				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
08				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
09				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
10				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
11				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
12				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
13				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
14				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
15				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
16				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
17				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
18				$	%	$	$	☐	☐	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E

RENT, OVERAGES AND SERVICES

Minimum Rent: the minimum rent per square foot per year for the total store area.

Overages: the rent overages charged as a percentage of sales.

Expected total rent: give your total rent per square foot including overages. If you are describing a new store please give an estimate of the expected rent after five years of operation.

Services provided by the landlord: place a check next to each of the services which are provided by the landlord.

Thank you for your time. Your participation and cooperation are greatly appreciated. A complimentary copy of the completed report will be sent to your attention.

Michael McCarthy
Research Department
Food Marketing Institute
1750 K Street, N.W.
Washington, DC 20006

	Store/Prototype #01	Store/Prototype #02	Store/Prototype #03	Store/Prototype #04
Region where store(s) is located (One region per column)				
Number of new stores	___ ___ ___ supermarkets	___ ___ ___ supermarkets	___ ___ ___ supermarkets	___ ___ ___ supermarkets
Location of Store (please circle)	A B C D	A B C D	A B C D	A B C D
Type of Store (please circle)	A B C D E	A B C D E	A B C D E	A B C D E
Total square feet per store	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.
Square feet of selling area (customer area) per store	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.	___ ___ ___ ___ ___ sq. ft.
CONSTRUCTION COSTS per sq. ft.				
A. Equipment, fixture and decoration costs	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.
B. Building (give an estimate if exact costs are unknown; do not include the cost of the land or parking lot)	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ per sq. ft.
TOTAL CONSTRUCTION COSTS (Sum of A and B)	$ ___ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ ___ per sq. ft.	$ ___ ___ ___ ___ ___ per sq. ft.
Average Cost of Opening Inventory	$ _____	$ _____	$ _____	$ _____
Please indicate the number of stores of each prototype which contained the following departments/services				
a. Pharmacy	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
b. Service bakery/deli	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
c. Scratch/bake-off bakery	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
d. Prepared foods	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
e. Video rentals	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
f. Greeting cards	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
g. Photo centers	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
h. Service seafood	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
i. Floral/Plant shop	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___
j. Wine	___ ___ ___	___ ___ ___	___ ___ ___	___ ___ ___

REGION

Please use the following abbreviations to describe the regions in which your supermarkets are located.

NE = North East
SE = South East
MA = Mid-Atlantic
ENC = East North Central
WNC = West North Central
WSC = West South Central
M = Mountain
P = Pacific

LOCATION OF STORE

A = **Community or Regional Shopping Center:** a planned center dominated by one or more large department or discount stores

B = **Neighborhood Shopping Center:** a planned center with more than one store but dominated by the supermarket.

C = **Free Standing:** a store located by itself or in an unplanned shopping area.

D = **City Store:** a store located in a heavily populated urban area.

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The annual *Speaks* report without the detailed tabulations.
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A companion to *Perspectives on Electronic Marketing.*
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